

HINE
connoisseurs
cognac

CONTINENTAL SELLING PRICES: AUSTRIA S.15; BELGIUM Fr.25; DENMARK Kr.3.5; FRANCE Fr.3.0; GERMANY DM2.0; ITALY L.500; NETHERLANDS Fl.2.0; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Ptas.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; GIRE 12p

FER WITH SURELOK

The Britax double-acting inertia reel seat belts.

BRITAX

A BSI International Company

NEWS SUMMARY

BUSINESS

Equities fall 1/2 in new setback

● **EQUITIES** continued to lose ground on concern about economic prospects and possible pay demands. The FT 3-Share Index, down 6.0 at 1 p.m., closed at 433.9, of 5.2.

● **GILTS** showed a better trend, attributed largely to technical factors. The FT Government Securities Index rose 0.21 to 66.88.

● **DOLLAR** recovered after early weakness and its trade-weighted depreciation narrowed to 1.80 (1.91) per cent. Sterling fell 10 points against the dollar to \$1.7195, but its trade-weighted index was unchanged at 60.8.

● **GOLD** fell 75c. to \$143.875.

● **COFFEE** prices continued to fall. The September quotation

slipped £168.5 to \$2,117 a tonne, the lowest since October.

● **WALL STREET** rose 1.30 to 821.78.

● **U.S. MONEY SUPPLY**, M1 rose \$22.3bn. (\$326.6bn.), M2 unchanged at \$780.1bn.; commercial and industrial loans, down \$1.2bn. (\$22.2bn.); fed funds rate unchanged at 5.33 per cent.

● **FRENCH** Government may introduce reflationary measures in autumn to check unemployment before the March elections.

● **JAPAN** has refused to lower tariffs or other taxes on food products from Europe. Page 7

● **CONSUMER SPENDING** fell again in the second quarter of this year, as a result of the pressures on personal incomes. Back Page

● **GOVERNMENT** has rebuked unions and management in several companies for delays in supplying the offshore oil industry. Back Page. U.K. companies win bigger share of offshore market. Page 7. Offshore oil review, Page 2

● **NATIONAL ENTERPRISE** Board may take a stake in Bull Motors, which has been put on the market by its U.S. parent, A. O. Smith. The Ipswich manufacturer employs 400 workers. Page 10

● **THOMSON TRAVEL** will quit the cruise market next year after making losses. Page 11

● **INSTITUTIONS** holding about half the shares in Fairley are to seek talks with the directors, after the fall in profits. Back Page

● **GREAT UNIVERSAL STORES** lifted pre-tax profit to £112.90m. (\$286.5m.) in the year to March 31. Page 22 and Lex

● **WHEATSHEAF** plans to raise £5.05m. through its second rights issue in two years. Page 22

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **U.S. MONEY SUPPLY**, M1 rose \$22.3bn. (\$326.6bn.), M2 unchanged at \$780.1bn.; commercial and industrial loans, down \$1.2bn. (\$22.2bn.); fed funds rate unchanged at 5.33 per cent.

● **FRENCH** Government may introduce reflationary measures in autumn to check unemployment before the March elections.

● **JAPAN** has refused to lower tariffs or other taxes on food products from Europe. Page 7

● **CONSUMER SPENDING** fell again in the second quarter of this year, as a result of the pressures on personal incomes. Back Page

● **GOVERNMENT** has rebuked unions and management in several companies for delays in supplying the offshore oil industry. Back Page. U.K. companies win bigger share of offshore market. Page 7. Offshore oil review, Page 2

● **NATIONAL ENTERPRISE** Board may take a stake in Bull Motors, which has been put on the market by its U.S. parent, A. O. Smith. The Ipswich manufacturer employs 400 workers. Page 10

● **THOMSON TRAVEL** will quit the cruise market next year after making losses. Page 11

● **INSTITUTIONS** holding about half the shares in Fairley are to seek talks with the directors, after the fall in profits. Back Page

● **GREAT UNIVERSAL STORES** lifted pre-tax profit to £112.90m. (\$286.5m.) in the year to March 31. Page 22 and Lex

● **WHEATSHEAF** plans to raise £5.05m. through its second rights issue in two years. Page 22

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

Ministers will not oppose tax relief indexation move

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

The Government last night reluctantly accepted the principle of indexation in the tax system when it decided after all not to oppose the Finance Bill amendments which allow for the indexation of personal tax reliefs.

The changes, carried in committee by majorities of one (17-16) and three (18-16), were strongly opposed by the Government at the time.

Up to last week-end it was still the intention to reject them when the Bill finished its Report Stage in the Commons next Monday.

The Government had intended to replace them with a much weaker counter-proposal of its own. This would merely have stipulated that at Budget time the Chancellor must lay tables before the House, showing the percentage increase in the retail price index for the previous calendar year.

Incorporated in these amendments is a further change, inserted by the Conservatives by Mr. Nigel Lawson, Conservative MP for Blaby. This allows the Chancellor to come to the House at Budget time to get a specific vote allowing him to make smaller or larger adjustments as he sees fit.

Although the Government is trying to back down with as good a grace as possible, it seems unlikely that it came to the reluctant conclusion that it would be indexed, and there would be complications in the field of capital gains tax.

However, the main basic argument against indexation was that it would lead to inflation being accepted as a permanent part of the economic climate in the U.K., a view strongly denied by the advocates of indexation.

The Government apparently feels that Mr. Lawson's amendment gives it a sufficient "let-out clause" to allow the amendments to remain in the Bill. It is felt that if necessary the Chancellor could come to the House to sidestep the indexation requirement.

At the same time he would be able to explain his reasons for doing so, and this would prevent the much criticised practice of allowing taxation to rise automatically as inflation carries wages and profits into the higher bands — "taxation by stealth," as the critics call it.

The Tories say that even if the Government does seek such an Order, the amendments will at least have gone a long way towards introducing "truth in taxation."

There have been recent signs that some Ministers in the Government are moving to the belief that a measure of indexation of direct taxation is necessary.

Parliament Page 14

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

Legislation on school objectives considered

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

LEGISLATION defining objectives for the country's schools is being considered by Mrs. Shirley Williams, Secretary for Education and Science.

At present all that schools are required by law to teach is an amount of loosely defined religious instruction, and there are no stipulated standards which pupils are expected to meet during their 11 years of compulsory schooling.

Filling this gap with a set of school objectives backed by law would be an appropriate way of strengthening the central Government's role in managing the State education, Mrs. Williams said in London yesterday when introducing her Green Paper proposals for educational reform.

She added that statutory objectives, which have the support of senior officials in her Department, are a "possibility," although a new Education Act was unlikely in the near future.

Central Government's lack of control over conduct of schools is amply shown by the defeat of the Green Paper proposals to local education authorities, and local education authorities.

"The question of dismissing incompetent teachers is treated with extreme tentativeness. The suggestions for reforms such as inclusion of basic subjects in all schools' curricula; more consistent and rigorous testing of pupils and teachers; and greater attention to teaching about industry and commerce are put forward purely for further consultations, in the hope that

with extreme tentativeness. The suggestions for reforms such as inclusion of basic subjects in all schools' curricula; more consistent and rigorous testing of pupils and teachers; and greater attention to teaching about industry and commerce are put forward purely for further consultations, in the hope that

"broad agreement" will eventually be achieved.

The paper admits that pupils, especially the academically able, "are prejudiced against work in productive industry and trade."

But direct measures for improving relations between schools and industry and commerce are left by the Green Paper to local education authorities, schools and industry to get together and decide which proposals best suit them," it says.

The paper was attacked as a "disappointing document" by Mr. Norman St. John-Stevens, Conservative spokesman on education.

He said it omitted any proposals to increase parental influence and choice, virtually ignored discipline, truancy, and moral and religious education, and rejected reintroduction of optional tests of literacy and numeracy.

The paper's reception from the main teachers' unions was mixed.

The largest, the National Union of Teachers, evidently felt that parts of it were too strong. Mrs. Williams "could be entering a minefield" with her suggestions of more rigorous assessment of teachers' competence, said Mr. Fred Jarvis, the NUT general secretary.

"She would do better to trust the judgment of those charged with the responsibility for the running of the schools."

If at the end of the day they bring about a change in emphasis from sociological aspects of schooling towards the practical and pedagogical, we shall have done a good job and achieved something worthwhile," he said.

Liberals believe pact will go on

BY RICHARD EVANS, LOBBY EDITOR

LIBERAL MPs are now contemplating cutting their ties without forcing an immediate election.

Next session's Bill on Scottish devolution, which will be announced on Tuesday, and the reference to the Speaker's conference of Northern Irish Parliamentary seats, could mean that the 11 Scottish Nationalists and the Ulster Unionists will have a vested interest in maintaining Mr. Callaghan's administration in office for the major part of the session.

The Liberals are satisfied they have got all the concessions on devolution that they can expect. The Cabinet accepted yesterday proposals for separate Bills for Scotland and Wales; a curbing of the veto powers of the Scottish Secretary, and a free vote on proportional representation for the assemblies.

What remains uncertain is whether the Government will be able to include in the legislation revenue raising powers for a Scottish Assembly. A White Paper to be published Tuesday will outline the difficulties involved in separate taxation.

The future of the pact is certain to come under assault at the Liberal assembly in Brighton in September, but Mr. Steel, the Liberal leader, will attempt to stifle much of the criticism by making a major speech on the subject the day before the conference debate.

An autumn general election was accepted as extremely unlikely by Mrs. Margaret Thatcher, the Conservative leader, when she addressed the 1922 Committee of Tory MPs at a traditional end-of-session private meeting.

Nevertheless, she was full of optimism about her electoral prospects next year. "We shall just have to lie in wait and take advantage of every opportunity. One will certainly come along," she said.

In her view the Government would face an extremely rough ride this winter with wages rising sharply and grave industrial unrest. Although the last year had been frustrating, she told Tory MPs well pleased with her Commons performance in the counter-inflation debate that it had been a good year for the party.

During the year the Government had lost its majority, the bulk of its legislative programme, its control over the economy and the Budget, and the doctrine of collective Cabinet responsibility. The conclusion she drew was that the Government was more than ever on a razor's edge and accident-prone.

Politics To-day, Page 21

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

Vauxhall switches Cavalier to U.K.

By Terry Dodsworth, Motor Industry Correspondent

TWO THOUSAND new U.K. jobs, many of them in the Liverpool area, and import savings worth well over £13m a year will result from a decision by Vauxhall Motors to begin assembly of its right-hand drive Cavalier models in Britain.

The switch of the Cavalier assembly facility from a Belgian factory, owned by Opel, Vauxhall's sister company, will come within the next three months.

The main investment for the change-over, which Vauxhall could not quantify yesterday, will come on the assembly lines at the Luton plant.

One consequence of these changes is that a substantial part of Chevette output will have to be moved from the Luton factory in Vauxhall's Ellesmere Port facility at Liverpool, which will then be put on a double shift for the first time in many years.

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	- 8
Century Oils	49	- 6
Saint Helena	834	- 24

● **RICE CHANGES YESTERDAY**

De La Rue	486	- 19
Fairley	431	- 44
Phoenix	327	- 6
Unilever	585	- 10
Gt. Portland Estates	230	- 6
Inchcape	418	- 10
Ingram (H.)	31	- 7
Lee Cooper	113	- 7
Lep Group	235	- 5
Lyons (J.)	300	- 8
Metal Box	168	- 8
Pearl Assurance	192	- 10
Pillington Bros.	390	- 10
Racal Electronics	424	- 10
Sale Tilney	168	- 9
Savoys	51	- 4
Thomson Org.	580	- 15
Thorn Elec. A	305	- 8
Wheatsheaf Dist.	180	- 8
BP	908	-

LOMBARD

Reducing the bureaucracy

BY COLIN JONES

THE LATEST quarterly count of the civil service could be read as indicating that the Government has made some progress towards its objective of reducing civil service manpower. The total at the beginning of April was 745,550, 611 fewer than in January and only 430 more than in January 1976. In other words, after growing by barely one per cent between January 1970 and March 1974 and then shooting up by seven per cent in the following twenty-two months, the civil service has once again virtually ceased to grow. The numbers may not yet have fallen to the level Ministers predicted, but it seems that at least a start has been made.

Before raising our bats, however, we should examine the figures more closely. In the first place, Ministers have found it difficult to hold to their original intentions and have quietly adjusted their targets. The decision to cut the size of the civil service was made in December 1975 when Ministers were looking for ways of lopping some £300m off public expenditure in 1977-78. Of that total, £140m was to come from reductions in planned spending on staff and related administrative costs. This was to be achieved by a reduction in numbers by about 35,000—not immediately as the total was expected to go on rising for a while but by 1978 the total was to be back to the level of the summer of 1975 or about 725,000.

No surprise

The £140m worth of economies were allocated to departments during the following 13 months with the advice that, where the requisite reduction in numbers could not be achieved, the balance should be made up by other administrative savings. As a result, the net decline in manpower will now be somewhat smaller. According to the latest Ministerial pronouncement, the total is likely to be over around the 750,000 mark for the rest of this year and then start falling, reaching the present level by the end of 1978 and perhaps 730,000 to 740,000 by 1979-80.

One cannot say that one is surprised. There is a limit to what can be achieved by calls for hurried across-the-board administrative economies as distinct from carefully prepared policy changes. To see why one need only look at the underlying trends by groups of departments. Let us take, for example, the Ministry of Defence which numbered 258,663 in April or just over a third of the total

OFF-SHORE OIL REVIEW

More work goes to British industry

YOU MAY have heard the story about the surgeon who amputated the wrong leg of a patient. "But you will be glad to hear that your other leg is getting better," the surgeon said. Dr. Dickson Mabon, Minister of State for Energy, was in a similar position yesterday when he gave the latest report on the state of the offshore supplies market. The well blow-out on the Ekofisk platform in April could stimulate several orders for emergency support vessels. British Petroleum, for instance, is known to be considering ordering a £20m vessel to work in the vicinity of the Forties Field. Although in theory BP could place the order for the vessel, it is most unlikely that the company will do so. The Department of Energy is now committed to a more orderly rate of exploration licensing, and secondly to applying firmer controls to field development.

Even with these orders it is unlikely that the value of the offshore supplies market will rise much above £1bn this year. Dr. Mabon feels that the level of business has now settled on a plateau which could remain for several years. There are two basic reasons for this. The Department of Energy is now committed to a more orderly rate of exploration licensing, and secondly to applying firmer controls to field development. In the fourth round of exploration concessions, awarded in 1971 and 1972, there were no less than 213 companies involved in 283 new blocks. Consequently there was a rush of offshore activity. Rig operators are still seeing the impact of this big fourth round of licences as oil companies scramble to complete their drilling commitments. Rig activity is now coming back to record levels of a few years ago.

The fifth round, awarded this year, is very much smaller. The sixth round, due to be offered next year, will be the same. Dr. Mabon said that the Department aimed to use the allocations as a fine tuner in order to maintain offshore drilling at a steady rate. On the production front, the Government's attitude towards the future development of fields is becoming clearer. The Treasury laid down that energy self-sufficiency should be achieved

by 1980 and with the current rate of oil build-up in the North Sea this target will be met.

It seems unlikely, however, that oil companies will be encouraged to push ahead with development to a point where the U.K. will be a big net exporter of crude. The Government will use its various powers to control output at a level roughly in line with U.K. demand. In this way security of energy supplies will be maintained but the reserves will be exploited over the longest possible timescale.

How the controls will be exercised is not yet clear. But there are some pointers. The experience of the Brent and Piper field operators show that worth of government money has been used to support the growth of the U.K. supplies industry.

been encouraged by the Government into making large-diameter pipeline suitable for North Sea oil and gas transmission. In recent years U.K. industry has managed to capture only 3 to 7 per cent of this particularly lucrative market. However, BSC is now investing £3.5m on modifying its Hartlepool pipe mill in the hope that it will win the order for the gas gathering pipeline network which is likely to be installed in the early 1980s. At least it will know that it will have two state-of-the-art allies involved in the pipeline project: the British Gas Corporation and British National Oil Corporation.

BNOC, through its equity and participation interests in the North Sea, has proved on a number of occasions that it is willing to root for the U.K. supplies industry. The best known example of this concern is the Murchison Field project. BNOC insisted that the platform's power generation equipment should be supplied by Rolls-Royce although Continental Oil, the U.S. field operator, preferred an American power pack.

"I am sure that the American companies do not order American equipment out of any wickedness," said Dr. Mabon. "It is just that they are used to dealing with U.S. suppliers. It has become a habit. We have gone out of our way to ensure that our own companies are not ignored. But if BNOC was to practise an

ANALYSIS OF ORDERS PLACED BY OFFSHORE OPERATING COMPANIES

Table with 4 columns: Category, 1976 Value (£m), 1976 U.K. share (%), 1975 Value (£m), 1975 U.K. share (%). Rows include Concrete platforms, Steel platforms, Process and other fabrications, Power generation equipment, etc.

TOTAL 1,041 57 1,185 52 1,279 40

Source: Department of Energy

Bad enough

True, the present high level of unemployment has added to Whitehall's manpower needs. True, too, the extension of the Department of Employment's labour market, training, and health and safety responsibilities has added further large new demands. But the great bulk of the increase has been caused by the progressive reduction in tax thresholds and the introduction of more means-tested and other benefits. It is bad enough that tax thresholds should have fallen substantially below the subsistence level for supplementary benefit. It is ludicrous that more and more bureaucrats should be needed to perpetuate this nonsense. The only way out is, first, a raising of real tax thresholds and eventually some form of tax credit scheme.

The Conservatives are said to be quietly working away on versions of their 1973 tax credit proposals. But, with tax thresholds so much lower than they used to be, the initial cost to the Exchequer will now be vastly greater. Moreover, the example of the Swansea vehicle licensing centre has made them wary of sweeping computerised reforms. But until major policy changes such as this are tackled we cannot really hope to make a lasting reduction in the size of the bureaucracy.

TV Radio BBC 1. Indicates programme in black and white. 6.40-7.55 a.m. Open University (UHF only). 1.15 p.m. News. 1.30 Mr. Benn. 1.45 Rediffusion Y. Cwm. 2.15 Racing from Ascot. 2.18 Regional News (except London). 4.20 Play School. 4.45 Screen Test. 5.10 Vision On. 5.35 Ludwig. 5.40 News (London and South East only). 5.50 Nationwide. 6.20 Nationwide. 6.45 The Credible Captain. 7.30 The Duchess of Duke Street. 8.30 No Appointment Necessary. 9.00 News. 9.25 International Show Jumping and Athletics. 10.45 Diary of a Village (London and South-East only).

F.T. CROSSWORD PUZZLE No. 3,437. 1-27 grid with clues. 1. Sheet which is on offer we bear (6). 2. Assented to rush after silver (6). 3. Soldiers likely to be trustworthy (8). 4. Racehorse starting powerfully but finishing afterwards (10). 5. Well-spoken and having meeting places (10). 6. Sweepers getting credit for aerial transport (10). 7. Duff-witted and certainly not acute (6). 8. Healing clergyman about four (6). 9. Prey I caught with vigour onside (6). 10. Slender mob going to fish (8). 11. Sail in river in flood (6). 12. Words of judgment (8). 13. Former bird one left outside (8). 14. Became gloomy and dared little Kenneth to enter (6). 15. Record bow old we are and dishearten (10). 16. Sailor four the answer and was pardoned (8). 17. Lyrical arrangement of ace pilot (8). 18. Storing up a large amount in German capital (8). 19. Objective for sailor to obtain (6). 20. Fasten one on a gear-wheel (6). 21. Alliance giving the French a fever (6). Solution to Puzzle 3,436.

All IBA Regions as London except at the following times: ANGLIA. 10.15 a.m. Walkers Westward. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News. 1.15 a.m. News. 1.30 a.m. News. 1.45 a.m. News. 2.00 a.m. News. 2.15 a.m. News. 2.30 a.m. News. 2.45 a.m. News. 3.00 a.m. News. 3.15 a.m. News. 3.30 a.m. News. 3.45 a.m. News. 4.00 a.m. News. 4.15 a.m. News. 4.30 a.m. News. 4.45 a.m. News. 5.00 a.m. News. 5.15 a.m. News. 5.30 a.m. News. 5.45 a.m. News. 6.00 a.m. News. 6.15 a.m. News. 6.30 a.m. News. 6.45 a.m. News. 7.00 a.m. News. 7.15 a.m. News. 7.30 a.m. News. 7.45 a.m. News. 8.00 a.m. News. 8.15 a.m. News. 8.30 a.m. News. 8.45 a.m. News. 9.00 a.m. News. 9.15 a.m. News. 9.30 a.m. News. 9.45 a.m. News. 10.00 a.m. News. 10.15 a.m. News. 10.30 a.m. News. 10.45 a.m. News. 11.00 a.m. News. 11.15 a.m. News. 11.30 a.m. News. 11.45 a.m. News. 12.00 a.m. News. 12.15 a.m. News. 12.30 a.m. News. 12.45 a.m. News. 1.00 a.m. News.

BUSINESS FOR SALE

D.I.Y.

Freehold outlet for sale in East Midlands. Freehold premises of 16,000 sq. ft. (10,000 sq. ft. retailing) in good trading position. Present turnover £130,000 to £150,000.

Offers in region of £190,000 for Property, Goodwill, Fittings and Stock. Principals only write Box T.4686, Financial Times, 10, Cannon Street, EC4P 4BY.

CHANNEL ISLANDS

A Company in present trading in Alderney is looking for a purchaser for the business as a going concern. The Company is engaged in the retail trade from High Street premises and has extensive storage space elsewhere in the island and there are also several valuable exclusive agencies available.

SUCCESSFUL PLANT HIRE COMPANY

specialising in the hire of large hydraulic excavators, etc., to the Open Cast Coal Mining Industry. Present management willing to consider reasons for sale—family problems. Suggestions please to Box G.377, Financial Times, 10, Cannon Street, EC4P 4BY.

FOR SALE

Transport Group involved in Storage and Distribution, General Haulage and agency business. Own workshops in London and the Midlands, can be separated. Turnover approaching £500,000. Ideal for diversification. Principals only reply for further particulars. Aged accounts. Write Box G.350, Financial Times, 10, Cannon Street, EC4P 4BY.

SUFFOLK

Old established freehold Drapery, Textiles, Footwear and Outfitting business in prominent urban High Street corner position with 2000 Sq. Yds. Stockrooms and excellent 4-Bedroomed Living accommodation. 18th Century premises (restored) with advanced age rating. Owners of well equipped garden. For sale as a going concern £37,500 a.s.v. Apply Sole Agents Fick & Son, Stratford-on-Avon.

ISLE OF MAN—OFFSHORE TAX SAFEGUARD

Group the opportunity in a low tax area. We specialise in the formation of trusts including nominee accounts, secretarial services, general agency, trust and company administration including special provisions.

SHARE DEALING COMPANY

With agreed tax losses of around £850,000. Clean Balance Sheet. Write Box F.7486, c/o Hanway House, Clark's Place, London, EC2N 4BJ.

FOR SALE

T.V. RADIO & Hi-Fi Business for sale. Substantial rental contract. Excellent profit records. Principals only write Box G.372, Financial Times, 10, Cannon Street, EC4P 4BY.

HOTELS AND LICENSED PREMISES

SHROPSHIRE

Prosperous Licensed and Fully-equipped RESTAURANT/WINE BAR for disposal in busy Market Town close to Midlands Conurbation. Excellent opportunity for owner-manager. Premises for sale or on lease.

We are instructed by the Joint Receiver to offer for sale the Freehold of the property known as THE FORT ANNE HOTEL DOUGLAS occupying a magnificent elevated coastal site overlooking Douglas Bay. The property has been the subject of some renovation but would require further considerable capital expenditure.

Allsop Sellers 1 SCHOOL STREET WOLVERHAMPTON 25917

BUSINESSES WANTED We wish to acquire a small company engaged in the manufacture of NON ETHICAL PHARMACEUTICALS. The location is not important and our group could introduce substantial new export business. Please reply in strictest confidence to— Box G.353, Financial Times, 10, Cannon Street, London EC4P 4BY.

FREEHOLD HISTORIC HOTEL SUSSEX FOR SALE AS A GOING CONCERN Fully Modernised 21 Letting Bedrooms EDWARDS BIGWOOD & BEWLEY 34 Sackville St. London W1X 1DB 01-477 2925

STEEL STOCKHOLDING COMPANY REQUIRED

Details in strictest confidence to Box No. C1216 c/o Exel Advertising & PR Services Ltd. Pemberton House East Harding Street London EC4A 3JD

SMALL LITHO PRINTING COMPANY

which is situated in the Greater London area. Must have SBA2 size 2 and/or 4 colour printing machinery. Profit not important. Strict Confidentiality. Please write to Managing Director, Box E.9943, Financial Times, 10, Cannon Street, EC4P 4BY.

FULLY MODERNISED PERIOD HOTEL FOR SALE SOUTH EAST ENGLAND HEAVY TAX LOSSES Write Box G.378, Financial Times, 10, Cannon Street, EC4P 4BY.

COMPANY NOTICES

To the holders of Bank Handlowy w Warzawie S.A. Redeemable Floating Rate Deposit Notes due 1982. In accordance with provisions of the above Notes, American Express International Banking Corporation, as Fiscal Agent, has established the Rate of Interest on such Notes for the period ending 13th January, 1978 as 6 1/2 per cent. Interest due at the end of the Interest Period will be available upon surrender to any of the Paying Agents of Coupon No. 2.

LEGAL NOTICES

THE COMPANIES ACT, 1968 IN THE MATTER OF M. H. GARRAN LIMITED Notice of Business Meeting. 27th July 1977. Date and place of first meeting. 27th July 1977. 10.10 am, Corporation House, 10th Floor, 2nd Floor, Colman House, Victoria Avenue, Southend-on-Sea. J. M. CHRISTENSEN, Director and Provisional Liquidator.

BEARER DEPOSITARY RECEIPTS REPRESENTING DEFERRED STOCK OF INTERNATIONAL CAPITAL CORPORATION

1ST SERIES CONVERTIBLE PREFERRED STOCK. A cash bonus of \$0.20 per deposit, depending on the previous country of origin of the holder, will be payable on July 22, 1977. Interest will be payable on the amount of the cash bonus at the rate of 10 per cent per annum. The amount of the cash bonus will be \$1,750,000.

EUROPEAN INVESTMENT BANK

Libanes Pounds 50,000,000.— 7 1/2% 1973/1985. BANQUE INTERNATIONALE DE LUXEMBOURG S.A. announces that the fourth annual dividend of LL.2,250,000, due September 15th, 1977, will be payable on the market on that date by way of a bonus. The amount of the bonus remaining outstanding after the distribution of September 15th, 1977 is LL.1,750,000.

PERSONAL

SOCIETAS A new venture in social relations for imaginative people who would welcome the opportunity of combining their social pleasure with their social conscience. MRS. ROSAMUNDE RUSSELL, 61-63 21st WHO WILL BE HAPPY TO SEND YOU DETAILS.

ART GALLERIES

AGNEW GALLERY, 47 Old Bond St. N.1. 01-424 6778. MON-FRI 9.30-5.30. HOLLANDER, 83 Old Bond St. N.W.2. 01-424 6778. MON-FRI 9.30-5.30. MALL ART GALLERIES, 7th Floor, 100 Pall Mall, S.W.1. 01-424 6778. MON-FRI 10-5.30. SAT 10-5.30. GALLERY ARIZIA, 100 Pall Mall, S.W.1. 01-424 6778. MON-FRI 10-5.30. SAT 10-5.30.

PUBLIC NOTICES

BRIGHTON & HOVE CITY COUNCIL. 21st July 1977. 19th October 1977. Total subscription £2,500. No other bills outstanding. LOCAL AUTHORITY'S BILLS. 19th October 1977. 19th October 1977. 19th October 1977. 19th October 1977. 19th October 1977.

CLASSIFIED ADVERTISEMENT RATES

Table with 2 columns: Advertisement Type and Rate. Includes categories like Industrial and Business, Personal, Residential Property, etc.

LEGAL NOTICES

IN THE HIGH COURT OF JUSTICE, Chancery Division. In the Matter of MACKENZIE HILL PRODUCTS LIMITED and in the Matter of the Companies Act, 1968. NOTICE IS HEREBY GIVEN that a Petition for the winding up of the above-named Company has been presented to the Court by the First Respondent, who is acting as an officer of the Court, and that the Court has ordered that the Petition be heard before the Court on the 27th day of July 1977, at 10.10 am, at the Court House, Strand, London W.C.2. Any creditor or contributory of the said Company desiring to appear at the hearing of the Petition should do so by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing.

LEGAL NOTICES

IN THE HIGH COURT OF JUSTICE, Chancery Division. In the Matter of MACKENZIE HILL PRODUCTS LIMITED and in the Matter of the Companies Act, 1968. NOTICE IS HEREBY GIVEN that a Petition for the winding up of the above-named Company has been presented to the Court by the First Respondent, who is acting as an officer of the Court, and that the Court has ordered that the Petition be heard before the Court on the 27th day of July 1977, at 10.10 am, at the Court House, Strand, London W.C.2. Any creditor or contributory of the said Company desiring to appear at the hearing of the Petition should do so by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing.

LEGAL NOTICES

IN THE HIGH COURT OF JUSTICE, Chancery Division. In the Matter of MACKENZIE HILL PRODUCTS LIMITED and in the Matter of the Companies Act, 1968. NOTICE IS HEREBY GIVEN that a Petition for the winding up of the above-named Company has been presented to the Court by the First Respondent, who is acting as an officer of the Court, and that the Court has ordered that the Petition be heard before the Court on the 27th day of July 1977, at 10.10 am, at the Court House, Strand, London W.C.2. Any creditor or contributory of the said Company desiring to appear at the hearing of the Petition should do so by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing.

LEGAL NOTICES

IN THE HIGH COURT OF JUSTICE, Chancery Division. In the Matter of MACKENZIE HILL PRODUCTS LIMITED and in the Matter of the Companies Act, 1968. NOTICE IS HEREBY GIVEN that a Petition for the winding up of the above-named Company has been presented to the Court by the First Respondent, who is acting as an officer of the Court, and that the Court has ordered that the Petition be heard before the Court on the 27th day of July 1977, at 10.10 am, at the Court House, Strand, London W.C.2. Any creditor or contributory of the said Company desiring to appear at the hearing of the Petition should do so by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing, or by presenting a copy of the Petition to the Court at the time of the hearing.

EUROPEAN NEWS

Vote on Portugal land Bill postponed

LISBON, July 21. THE PORTUGUESE Parliament agreed late last night to a 24-hour postponement of the vote on the minority Socialist Government's crucial Land Reform Bill. The postponement means another day of frantic back-stage negotiations for Prime Minister Mario Soares, who is trying to persuade his opponents to vote for the Bill. Three days of heated, noisy Parliamentary debates, talks by the President, General Antonio Ramalho Eanes, with leaders of all opposition parties, meetings of the national councils of major political parties, and discussions between Mr. Soares and his main rivals have still not produced assurances that the Bill will be passed. Mr. Francisco Sa Carneiro, Social Democratic Party (PSD) president, wants a Government promise to alter the land reform review and other key Bills before offering an "aye" vote. Other PSD leaders would prefer a "no strings" guarantee of support.

SWISS TAXATION

Losing on the swings

THE SWISS, who thought they had just saved on the fiscal roundabout by turning down a new tax, now find they are about to lose almost as much on the swings, through increases in the rates of existing taxes and cuts in State spending. After almost 60 per cent of the electorate last month rejected a Government proposal to introduce the VAT system in the country, Parliament is now to be called on in September to approve higher dues on retail and wholesale sales, tobacco, capital market issues and stock market transactions. The taxpayer will also suffer indirectly from other moves, such as cuts in butter and bread subsidies and in federal contributions to the cantons which will form part of a Sw.Frs.500m. (£200m.) a year Government savings programme. The introduction of Value Added Tax had been intended to equate a bad and worsening federal deficit, which was set to reach anything up to Sw.Frs.4bn. (£1bn.) in a few years' time. Aiming for a growth in central Government fiscal income by some Sw.Frs.2.9bn. in 1978, thus halving the confederation's accounts, its inception was to have been as painless as possible for the man in the street. This was heightened by the fact that the voter had accepted without complaint a standstill, or near standstill, in his real wage over the past year or so and was unable to see why politicians and civil servants could not exercise the same virtue. Admittedly, the other tax proposal presented in the referendum—that for a "harmonising" of direct taxes at federal, cantonal and communal levels—was accepted by the majority of voters and cantons. But it will lead to no major improvement in fiscal input, since it is aimed at standardising the legal basis for liability, tax periods, prosecution of fiscal offences and other aspects of the tax system. There is no "harmonisation" of tax tariffs, rates and allowances. The Government, whose budgetary policy had long been based on the assumption of a future Value Added Tax, is now looking for an approximation of income and expenditure by 1981 for even a small rise in prices. A relatively rapid rise in State spending in past years had produced a general feeling that the Government should be thriftier. This was heightened by the fact that the voter had accepted without complaint a standstill, or near standstill, in his real wage over the past year or so and was unable to see why politicians and civil servants could not exercise the same virtue. Admittedly, the other tax proposal presented in the referendum—that for a "harmonising" of direct taxes at federal, cantonal and communal levels—was accepted by the majority of voters and cantons. But it will lead to no major improvement in fiscal input, since it is aimed at standardising the legal basis for liability, tax periods, prosecution of fiscal offences and other aspects of the tax system. There is no "harmonisation" of tax tariffs, rates and allowances. The Government, whose budgetary policy had long been based on the assumption of a future Value Added Tax, is now looking for an approximation of income and expenditure by 1981

The next headache for the Government will be getting the voters to accept the new tax proposals... it remains to be seen whether they can be convinced of their urgency and justification.

is, most cantons are in the red, the total deficit for all 26 cantons and semi-cantons was some Sw.Frs.1.03bn. in 1976—many of them, most notably Zurich and rural Basle, had introduced large-scale cost-cutting programmes. It is not just coincidence that the only canton which shows a majority of votes for the V package was Grisons, which has a heavy call on federal contributions. The position of cantons and communes is no more difficult still by the time that get local voters approve funds in referendum. It floated several loans, above current funding requirements while interest rates were very low, so it has a good cash here. The same goes to extend for the cities and cantons, although they are expected to build up borrowings again in 1978. The next headache for the Government is going to whether the voters will accept the new tax proposals. The duty motion, aimed at enactment on April 1 next year, the tobacco tax increase, is due for October 1, 1978, come before Parliament autumn. Both of these are due to confirmation by referendum, as is the turnover tax, due to reach Parliament early next year and the torate in June. It remains to be seen whether the voter can be convinced at the time the next referendum comes up of the urgency of justification for higher taxation. The central Government is only too well aware that last month's rejection preceded by whole or part of sections of other recent attempts to strengthen the country's fiscal base. Whether or not this Federal Council proves successful in June, Switzerland has to contend with a sharp deficit in 1978, despite the savings.

Think of your international bank as a Symphony Orchestra

- 1. When the score is marked prestissimo, how's the ensemble? 2. Does the repertoire stretch from an American in Paris to an Italian Girl in Algiers? 3. Are they (b) or just a little (#)? 4. What they gain on the overture do they lose on the finale? If you rated your bank's performance the way you'd rate that of an orchestra would yours deserve an encore? It's no use making overtures in business unless you can deliver the goods. And we can help you do just that, through our 1700 branches in over 70 countries. For Barclays International really is international. Through this unique network we can offer a worldwide range of services and the banking skills of managers who have broad experience from working in a variety of overseas markets. They are used to local problems of documentation, insurance, currency exchange and so on; as well as providing finance and credit arrangements to support your business expansion. We're better placed to help you in Britain with every aspect of money management and advice, because we have a nationwide spread of 25 specialist international branches—more than any other bank. And that means you're better placed too—with on the spot help from people who know the particular problems in your area. If this strikes a chord with you, call the manager of your nearest branch of Barclays Bank International, or contact our International Division at 168 Fenchurch Street, London EC3P 3HP, telephone 01-283 8989 extension 3218.

BARCLAYS International. Energico con molta forza. Logo of the bank and contact information.

Vertical advertisement on the right edge of the page, partially cut off. Includes text like 'Italian devolut', 'OUR MONEY IN LIFE-SAVINGS', and 'please give now'.

سكرا من الصل

French reflation package thought likely in autumn

DAVID CURRY

PARIS, July 21.

There is a growing belief here that the French Government will be obliged to present a reflation package—albeit of proportions—in the autumn in order to check the unemployment before the election next March.

There is some reflation in the range of the government's parliamentary programme which is expected to be adopted in the next few days. It is argued that the government will be obliged to present a reflation package—albeit of proportions—in the autumn in order to check the unemployment before the election next March.

There is some reflation in the range of the government's parliamentary programme which is expected to be adopted in the next few days. It is argued that the government will be obliged to present a reflation package—albeit of proportions—in the autumn in order to check the unemployment before the election next March.

reflation undertaken by his predecessor, M. Jacques Chirac, in the autumn of 1975 as being premature and as having caused the acceleration of inflation.

He has repeated his view that the Government's only course is to press on with its programme of stabilisation without resorting to transparent electoral moves like reflation. But commentators argue that a moderate reflation package to specific sectors of the economy would be compatible with the pursuit of the broad lines of the austerity programme.

M. Barre has no personal political following, although he is widely respected. His authority derives solely from the President, and if the coalition parties can convince M. Giscard d'Estaing of their electoral need for economic stimulus, or if the issue threatens to cause yet another row within the ranks of the coalition parties, the President may be inclined to persuade his Prime Minister to moderate his opposition.

The latest voice to call for reflation is that of the employers' organisation, the

Patronat. M. Jacques Ferry, its vice-president and head of the steel federation, argued yesterday that measures geared to specific sectors, like building, public works, and steel, and a more general move to ease credit, was desirable.

M. Francois Coeurat, the Patronat's head, on the same day commented that M. Barre had confirmed to him that he would support industrial activity and recalled that, if the austerity programme remained on course, it might be possible towards the end of the year to allow salaries to rise in line with the cost of living. The Barre plan ties wage rises to price increases.

The Government has already permitted a modest de facto reflation with the raising of a range of benefits from July 1. It has also exempted from social security charges until June 30 next year companies which hire young people for a minimum of six months between now and the end of the year. This measure, together with expanded training facilities, will cost France 700 million francs shared between the state and industry.

Shell ethylene go-ahead

BY OUR OWN CORRESPONDENT

PARIS, July 21.

THE FRENCH chemical subsidiary of the Royal Dutch Shell group, Shell-Chimie, has announced a programme of investment at its complex at Berre, near Marseilles, on the Mediterranean coast, of more than Frs 3bn.

The centre-piece is the company's decision to go ahead on its own with construction of a 350,000 tonnes-a-year steam cracker to produce ethylene at a cost of some Frs 2,500m. Using both naphtha and gas-oil as its feed stock, it will come on stream in the second half of 1980.

This scheme has been hanging fire for two years, as it was originally intended to be a joint venture between Shell, the French subsidiary of BP, and the French chemicals concern Elf. The two latter already operate an ethylene plant at the attitude of the Prime Minister.

Mr. Raymond Barre, who pointed 10 months ago by a policy of milder austerity, M. Barre butylene, and 70,000 tonnes of butylene.

These products will serve to feed other existing or planned units at Berre or nearby Fos. Shell-Chimie, has announced a programme of investment at its complex at Berre, near Marseilles, on the Mediterranean coast, of more than Frs 3bn.

The centre-piece is the company's decision to go ahead on its own with construction of a 350,000 tonnes-a-year steam cracker to produce ethylene at a cost of some Frs 2,500m. Using both naphtha and gas-oil as its feed stock, it will come on stream in the second half of 1980.

This scheme has been hanging fire for two years, as it was originally intended to be a joint venture between Shell, the French subsidiary of BP, and the French chemicals concern Elf. The two latter already operate an ethylene plant at the attitude of the Prime Minister.

Mr. Raymond Barre, who pointed 10 months ago by a policy of milder austerity, M. Barre butylene, and 70,000 tonnes of butylene.

Bonn feels Paris may question JET plan

By Jonathan Carr

BONN, July 21.

THE FRENCH attitude is emerging as a further complicating factor in the search for a solution to the problem of where to site JET—the EEC's proposed fusion research project.

EEC foreign ministers are meeting in Brussels next week to try to decide on a site for the project, with the main contenders, Britain and West Germany, proposing Cern near Oxford and Garching near Munich.

However, according to West German officials, it is not clear that France wants to support the line of fusion research that JET involves, even assuming that a decision on the site can be agreed by the other countries.

The West German Cabinet discussed the matter yesterday and agreed to continue to push for Garching, feeling that the meeting of research ministers in Brussels in March indicated a majority in favour of the West German site.

West German officials are not prepared to say that Bonn would veto Cern, but they do say that Garching, in Bonn's view, is the best site and that they see no reason at present for this view to change.

Beyond that, recent German-French talks have indicated that Paris is having second thoughts on JET. The matter arose in talks on Tuesday night between Chancellor Helmut Schmidt and President Valery Giscard d'Estaing.

It is noted in Bonn that France has long experience in fusion research, had proposed its own site of Cadarache for JET and has for some months declined to press the proposal. However, at the last research council meeting on JET, France expressed doubts on the organisation of the project.

These since appear to have developed into a questioning of the project itself.

Demirel once more heads weak Turkish coalition

BY METIN MUNIR

ANKARA, July 21.

MR. SULEYMAN Demirel took office as Prime Minister of Turkey today following the ratification of his Cabinet by President Fahri Koruturk.

Mr. Demirel's new Government, a weak coalition of three Right-wing parties, is more or less a replica of the one which ruled Turkey for some 28 months before the June 5 general election and, like its predecessor, is generally expected to fail to come to grips with the pressing problems facing Turkey.

The three parties are Mr. Demirel's own pro-private enterprise Justice Party (JP), which has 189 seats in the 480-member National Assembly, and two small extremist ones—Prof. Necmettin Erbakan's Islamic revivalist National Salvation Party (NSP), with 24 seats, and former Colonel Alparslan Turkes's ultra Right-wing Nationalist Action Party (NAP), with 15 seats.

Mr. Demirel has replaced Mr. Bulent Ecevit, the Social Democrat, whose minority Government was defeated by the Right-wing under Mr. Demirel earlier this month in a National Assembly confidence vote.

"The Government crisis has come to an end," said Mr. Demirel, who at 53 has formed his fifth Government, after his resignation in 1974.

He said that the coalition protocol, the tripartite consensus of principles to guide their administration, would be published within 24 hours. He hoped that the Government programme would be submitted to the National Assembly and a vote of confidence taken by August 1. It is virtually certain that the coalition—called the Nationalist Front—will win a vote of confidence.

The JP has 16 Cabinet seats, the NSP eight and the NAP five. Mr. Demirel's success in forming a new Government is boded to come as a disappointment to Western capitals and the international finance community which were hoping that Mr. Ecevit would be able to form a stable one-party Government.

The general impression of these circles is that the new Demirel coalition, like its predecessors, will be unstable, slow, inconsistent and partisan.

that this trend may continue. Reliable sources say that the administration has been split into three segments: Mr. Demirel will be in charge of security affairs; Prof. Erbakan of the

NEW CABINET LIST

Prime Minister	Suleyman Demirel (JP)	Health and Social Insurance	Cengiz Gokcek (NAP)
Deputy Prime Minister	Necmettin Erbakan (NSP)	Customs and Monopolies	Gun Sazik (NAP)
Deputy Prime Minister	Alparslan Turkes (NAP)	Food, Agriculture and Animal Husbandry	Fehim Adak (NSP)
Minister of State	Seyfi Ozturk (JP)	Communications	Yilmaz Ergenekon (JP)
Minister of State	Suleyman Arif Emre (NSP)	Labour	Fehmi Cumalloglu (NSP)
Minister of State	Sadi Somuncuoglu (NAP)	Industry and Technology	Oguzhan Adilurk (NSP)
Minister of State	All Sevki Ereke (JP)	Energy and Natural Resources	Kamran Inan (JP)
Justice	Necmettin Cevheri (JP)	Tourism and Information	Iskender Cenap Ege (JP)
Defence	Saadettin Biligic (JP)	Housing and Reconstruction	Recai Kulan (NSP)
Interior	Korkut Ozal (NSP)	Rural Affairs	Turgut Yurek (JP)
Foreign Affairs	Isnan Sahri Caglayangi (JP)	Forestry	Sabahattin Savic (NSP)
Finance	Chabat Bilgehan (JP)	Culture	Avni Akkol (JP)
Education	Nahit Mentese (JP)	Social Welfare	Teran Kapanli (JP)
Public Works	Selahattin Kille (JP)	Sports and Youth	Onol Sakar (JP)
Trade	Agah Oktay Guner (NAP)		

The main weakness of the old national front was that its participants upheld conflicting views on these problems and lacked the knack to make compromises. Several months before the general election the alliance had all but collapsed, its members heaping insults on each other.

Prof. Erbakan and Mr. Turkes, who are both Deputy Prime Ministers in the new coalition as in the old, in the past acted independently of Mr. Demirel. The appearance was of a coalition of governments rather than of many powerful pressure groups like big business, trade unions, universities, national dailies and students.

With the formal opening of the first democratically elected Spanish Parliament for 41 years due to be performed by King Juan Carlos tomorrow, the Government was anxious to end the jail mutiny with a minimum of violence, and police were under strict instructions not to use firearms.

However, this did not stop them baton-charging a group of prisoners' relatives and journalists outside the prison and confiscating cameras and Press credentials. Firemen outside the jail were also kept busy putting out fires in surrounding scrubland which had been started by demonstrators.

Spanish riot police rout prison protesters

By Roger Matthews

MADRID, July 21.

THE SPANISH authorities regained control to-day of Madrid's Carabanchel prison. Riot police backed by helicopters launched repeated assaults on the jail and finally succeeded in dislodging the 500 prisoners who for the past four days have occupied the flat roof of the building in support of their demands for amnesty.

From shortly before mid-day, the security forces kept up a steady barrage of rubber bullets, smoke canisters and tear gas fired from the helicopters and surrounding buildings, punctuated by occasional pauses to allow firemen to spray water over the main cell block in order to disperse the thick pall of smoke.

The inside of the jail has been almost totally destroyed by the rioting prisoners who have been angered by the release of almost all political prisoners in the last few months, some of whom had been convicted of capital crimes and have served only a small portion of 30-year sentences.

Thens rejects haufele as S. envoy

Our Own Correspondent

ATHENS, July 21.

GREEK Government has sided to Washington that withdrew its nomination of a diplomat William Schaufele as ambassador to Athens.

The Greek foreign minister, George Papandreu, said that the Carter administration has been told that the appointment would contribute to the improvement of Greek-U.S. relations.

Department spokesmen indicated there are no plans to withdraw Mr. Schaufele's designation. When the Greek Government in Athens was asked about the withdrawal of Schaufele, he said: "We consulted closely with the Greek Government in Athens and we regard as unfortunate misinterpretation of Greece of remarks made by Schaufele."

Italian Communists accept devolution proposals

BY DOMINICK J. COYLE

ROME, July 21.

ITALY'S COMMUNIST Party, after 30 years has settled down to the arena of government if not actually into the Government itself, has accepted proposals by the long-ruling Christian Democrats for a limited form of administrative devolution. The Socialists rejected the proposed measures, claiming they do not go far enough.

Devolution proposals incorporated in the controversial Law 382 constitute the first substantive issue to come up for decision since the Communists joined the Christian Democrats and four other parties, including the Socialists, in a unique agreement on the so-called "programmistic Government."

The cabinet meeting has to-morrow is expected to order implementation of the proposals. The agreement requires the Communists to abstain in important Parliamentary votes on legislation introduced by the minority Christian Democrat Government of Sig. Giulio Andreotti and to support directly legislation based on several previous agreed general measures.

On the question of handing over to the regions—in many of which the Communists are in office—a range of administrative functions, the Communists have

settled for much less than they wanted, mainly so as not to breach their new-found rapprochement with the Christian Democrats. The Socialists, torn by internal disputes, have decided otherwise, but this does not appear to put the new six-party accord at any immediate risk.

The Communists called a special meeting of the party's Central Committee to consider the accord, reached after almost four months. The Central Committee has endorsed the Communist leaders' decision to enter an agreement on policy with the Christian Democrats.

The Communist leadership is obviously convinced that this latest accord brings the party appreciably closer to its fundamental objective of entering directly into the Government in Italy, initially at least with the Christian Democrats and others.

In the meantime, the party is putting public emphasis on its "responsibility" in the national interest at this time of economic difficulty and uncertainty, but also on ensuring that the Christian Democrats implement by early legislation the economic and social programmes reflected in the six-party accord.

PUT YOUR MONEY INTO OUR LIFE-SAVINGS.

With your help already saved more than 100,000 lives.

But a new lifeboat now costs more than £100,000 thousands to maintain. So we need your help than ever.

or as little as £3 a year you can join Shoreline. money will give us help on a regular basis and directly towards buying your own boat to be d'Shoreline.

Whatever you give, please give now.

The Director, RNLI, West Quay Rd, Poole, Dorset BH15 1HZ. I wish to help the RNLI in the following way:

Subscription to join Shoreline £3.00 (minimum) Enclose my donation of £

Member & Governor £10.00 (minimum)

Member & Governor £50.00 (minimum)

Send me details of how I can help with a Legacy or Covenant

Endorsed by the RNLI

Mintoff sacks top medical specialists

By Godfrey Grima

VALLETTA, July 21.

SENIOR MALTESE medical specialists involved in a seven-week industrial dispute with Premier Dom Mintoff's Government were today dismissed from their state jobs for refusing to return to work in accordance with legislation rushed through Parliament this week which bans strikes for doctors operating essential medical services.

Some 70-80 per cent of Malta's best known surgeons, physiotherapists, psychiatrists, registrars and anaesthetists who run state hospitals had been sacked.

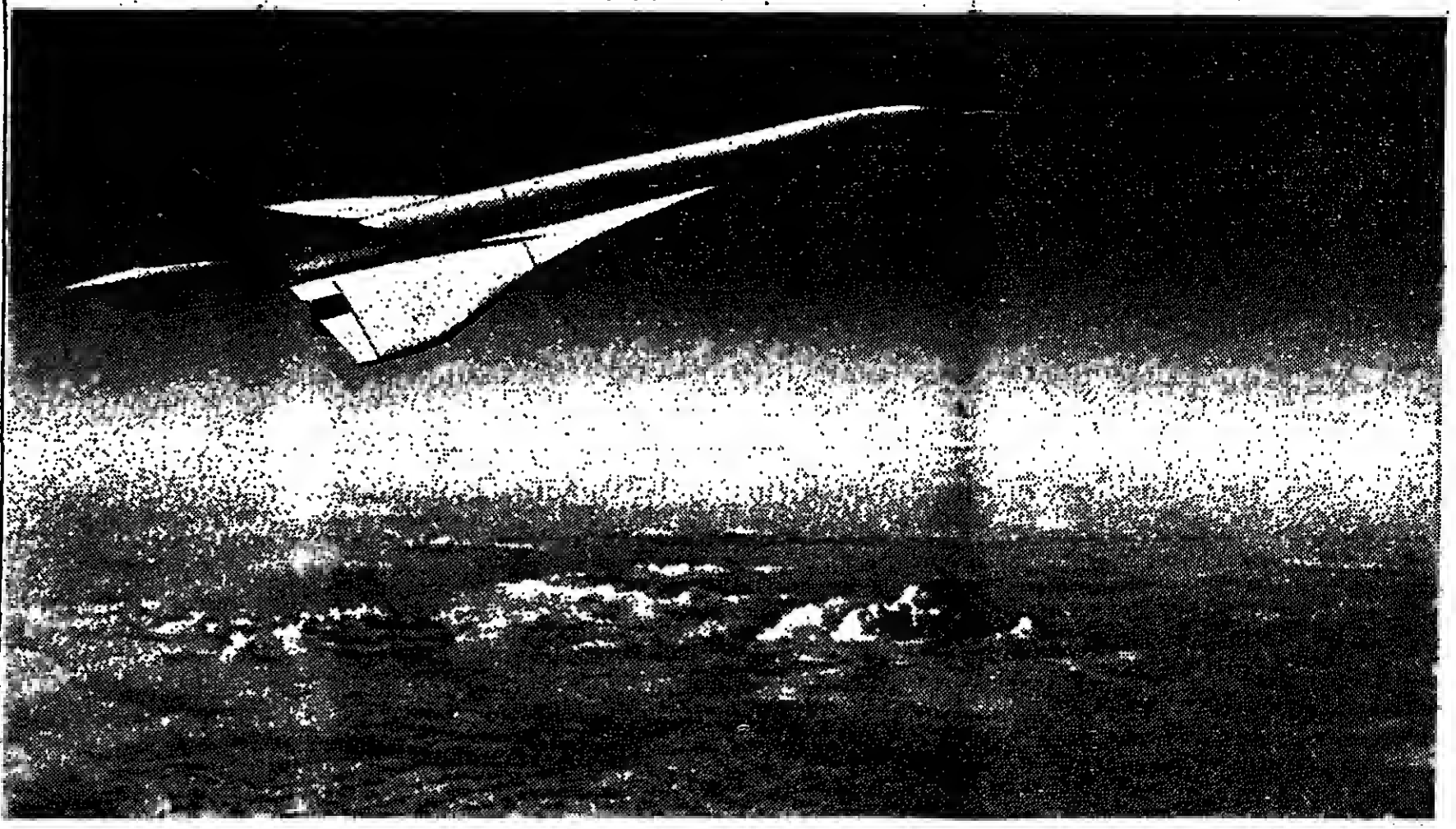
Although originally, the striking doctors were given until today to decide whether to go back to work or continue following directives issued by the Medical Association of Malta (MAM), the first batch of dismissal orders were issued yesterday.

Irish employers' call

Irish employers have told the Government there is a need for a complete reform of the industrial relations system which, they say, is not conducive to the establishment of new industry in Ireland.

They call for tripartite agreements on incomes, taxation and social welfare and say pay costs should not exceed the average increases of other EEC countries.

AMERICAN EXPRESS Paris-Washington daily service.



Air France Concorde flies to Washington every day. The flight takes less than 4 hours. It's the world's fastest French-American delivery service. You leave Roissy at 8 p.m. and arrive in Washington at 5.55 local time. There are easy connections from all over Europe to Roissy.

And there are easy connections from Washington to New York, Atlanta, Boston, Philadelphia and Detroit. In fact to all the major north American cities. You could be in New York's La Guardia by 9.00 p.m.

This is the incomparable Concorde. A daily delivery by Air France.

Depart Paris 8 p.m. Arrive Washington 5.55 p.m.
Depart Washington 1 p.m. Arrive Paris 11.05 p.m.



AYS
onal

AMERICAN NEWS

OPTIMISM ON U.S. INFLATION

Consumer prices rise 0.6%

BY JUREK MARTIN, U.S. EDITOR

U.S. CONSUMER prices rose last month by a seasonally adjusted 0.6 per cent, which was the same rate as the previous month and which leads to confirm that inflation is beginning to moderate slightly.

Other than food rose by a much more modest 0.2 per cent in June, largely because of cheaper petrol and a sharp fall in used car prices.

Earlier this week, statistics showed that personal income was increasing at a much more modest rate than earlier in the year.

Senior Administration officials have in Congressional testimony this week forecast a slower rate of growth for the economy in the last half of the year: later to-day the Commerce Department is expected to disclose that real GNP growth in the second quarter was about as great as in the first—nearly 7 per cent at an annual rate—but the predictions for the balance of the year and for 1978 are much closer to 5 per cent per annum.

However, looking further ahead, Mr. Lance—stuck to forecasts first delivered a few weeks ago—that the federal budget could be balanced by the 1980 fiscal year, and not by 1981, which has been President Carter's goal.

Committee kills project for breeder reactor

By David Bell

WASHINGTON, July 21. IN A NOTABLE victory for President Carter, a joint Congressional committee agreed last night to cut off funds which would have kept the Clinch River fast breeder reactor project alive.

The President had argued against the project, in the face of the persistent opposition in Congress, because of the danger that the plutonium it would "breed" might eventually be used to make bombs.

Supporters of the Clinch River project said this morning that it might still be revived, but they conceded that the demise of the \$750 million project would be a major victory for the President.

These two victories are a further sign that relations between the President and the legislature are settling down.

ARGENTINIAN POLITICS

Divided army heads for a clash over democracy

By Robert Lindley in Buenos Aires

EIGHT OF the ten South American republics are ruled by military dictatorships, and six of these have announced election plans.

Even in Brazil, the military dictatorship has allowed a congress of sorts during most of the 13 years it has been in power, although the newly-emerged democratic movement next year may certainly fail to dislodge an armed forces council from naming another services chief to succeed Gen. Ernesto Geisel.

Argentina, then, is the only South American Republic in which the military rulers refuse both to tolerate democratic accountants and officials to talk of a timetable for a return to democracy.

It is of course impossible for anyone to guarantee that the end of the camps at the end of the three Vs and Gen. Diaz Bessone—if indeed they can be called camps and not just tendencies—will take place.

It is unlikely that any serving Argentine armed forces officer wants elections, even municipal elections, in the near future.

President Videla's prestigious Economy Minister, Sr. Jose Alfredo Martinez de Hoz, is said to be in league with the three Vs in this, and they are believed to be putting out feelers to attract the People's Radicals, certain "respectable" Peronists such as the former Senate Speaker and interim President, Italo Luder, and Gen. Alejandro Agustín Lanusse, who as de facto president

allowed the 1973 general elections which put the Peronist back in power after 15 years in the wilderness.

Both of my informants agreed that November and December, the time when traditionally the Army Qualifications Board promotes some officers and retires others, will be crucial.

The fourth men would either take Gen. Videla's place as Army commander in the three-man cabinet and with a wide range of political and religious groups among us then, people have proved exceptionally hard to govern.

OVERSEAS NEWS

Ethiopia claims capture of Somalis

By James Buxton

ETHIOPIA claims to have inflicted heavy casualties on Somali-backed guerrillas engaged in the escalating fighting in the Ogaden region to the east of Addis Ababa.

Radio Mogadishu earlier this week of large guerrilla victories over Ethiopian forces in the same area.

According to the Ethiopian statement, large numbers of "regular Somali soldiers" were captured.

The guerrillas have been trained in Somalia and equipped with equipment provided by Somalia.

At least 17 Thai soldiers and border patrol police were killed, and three wounded, in border clashes with Cambodian troops.

Sri Lanka votes in peace but violence feared later

By K. K. SHARMA

HEAVY POLLING in the first Sri Lanka election under its republican constitution ended peacefully this evening with police keeping a close vigil and the army on alert.

There are signs that the tough government line on the issue could precipitate a serious clash with the business community, which has been publicly urging moves away from discrimination in employment practices.

The issue was brought to the head by a retail chain carrying largely for black custom in white urban areas, the 75-store Top Centre chain, part of the Truwortha group.

WALL POSTERS in central Peking yesterday announced that the central committee of the Chinese Communist party has expelled the Shanghai radicals.

THE regime initially took the view that though there were many sympathisers with the opposition among the middle class of Khartoum and Omdurman, and in other parts of the country, there were few converts.

Sri Lanka votes in peace but violence feared later

COLOMBO, July 21

All parties are worried by possibility of post-election violence. They have made a joint statement, broader than any in the past, asking voters to maintain the peaceful and democratic traditions during and after elections.

Her main rival, the United National Party, seemed confident that he could dislodge the UNP leader, 71-year-old Julius Richard Jayawardena, made a two-hour walk to his polling booth in West Colombo at the head of a long procession of supporters in his constituency.

There are signs that the tough government line on the issue could precipitate a serious clash with the business community, which has been publicly urging moves away from discrimination in employment practices.

Even Mr. Teng Hsiao-ping, the twice-disgraced former vice-chairman, now reported unofficially to have been reinstated, was stripped of his official posts, but never expelled.

President Nimairi announced at that time that returning Sudanese emigres would be welcomed and that proceedings against him, after holding a secret meeting in Port Sudan last Tuesday with Sadiq el Mahdi, who lives at Oxford, he has freed some political prisoners and is to release more.

S. Africa black managers row

By Quentin Peel

LEADERS of the South African business community are seeking an urgent meeting with Mr. M. C. Botha, the Minister for Bantu Administration, over his decision to enforce a ban on blacks becoming managers in white urban areas.

The statement quitted refugees as saying the fight broke out yesterday when Government-held townships with Namibia (South West Africa), and some 250 refugees have fled into the neighbouring territory, the South African defence force announced in Pretoria to-day.

GUERRILLAS belonging to the UNITA nationalist movement in Angola have captured a small town on the country's border with Namibia (South West Africa), and some 250 refugees have fled into the neighbouring territory, the South African defence force announced in Pretoria to-day.

WALL POSTERS in central Peking yesterday announced that the central committee of the Chinese Communist party has expelled the Shanghai radicals.

THE regime initially took the view that though there were many sympathisers with the opposition among the middle class of Khartoum and Omdurman, and in other parts of the country, there were few converts.

Belize still under threat

By Hugh O'Shaughnessy

GEN. KJELL Eugenio Laurerud, the Guatemalan President said that his country would invade Belize if Britain unilaterally granted independence to the Central American colony.

Cruise missile smuggling charges

By David Bell

TWO MEN, one an American and the other a West German who has been living in the Bahamas, were arrested yesterday in Florida by the FBI and charged with conspiring to smuggle nuclear material and Cruise missile components to the Soviet Union.

Fewer migrate to Canada

By Victor Mackie

THE NUMBER of immigrants moving to Canada has steadily declined in recent years, according to the Manpower and Immigration Department.

Marine monster

By James Buxton

A Japanese scientist said yesterday that he thought that a monster plucked from the sea bottom off New Zealand was probably a plesiosaur which lived more than 70 million years ago.

Politics in Sudan

By James Buxton

THE regime initially took the view that though there were many sympathisers with the opposition among the middle class of Khartoum and Omdurman, and in other parts of the country, there were few converts.

Nimairi makes another U-turn

By James Buxton

President Nimairi announced at that time that returning Sudanese emigres would be welcomed and that proceedings against him, after holding a secret meeting in Port Sudan last Tuesday with Sadiq el Mahdi, who lives at Oxford, he has freed some political prisoners and is to release more.

Nimairi makes another U-turn

By James Buxton

THE regime initially took the view that though there were many sympathisers with the opposition among the middle class of Khartoum and Omdurman, and in other parts of the country, there were few converts.

Shoe aid man

By James Buxton

THE shoe aid man, who has been helping to provide shoes for the poor in the Sudan, has been arrested by the Sudanese authorities.

Shoe aid man

By James Buxton

THE shoe aid man, who has been helping to provide shoes for the poor in the Sudan, has been arrested by the Sudanese authorities.

Toyosha link

By James Buxton

THE Toyosha link, a connection between the Toyosha and the Sudanese government, has been revealed.

Get your business off the ground

By James Buxton

Get your business off the ground, a guide to starting a new business in the Sudan.

air malawi

By James Buxton

air malawi Fly to the heart of Africa

World Trade, Toyosha link, shoe aid man, Get your business off the ground, air malawi

Japan refuses to lower tariffs on EEC foods

CHARLES SMITH

HAS declined requests from the EEC to lower tariffs on a variety of food exports. It was announced today following three-day talks with an EEC delegation. The leader of the delegation, M. Pierre Malvé, appears however that some sectors of the Japanese Government are anxious to meet the EEC half way on the question of agricultural exports.

In refusing the EEC's request for tariff cuts on food products Japan apparently took the position that such matters should be discussed at the GATT multi-lateral trade negotiations, not with a single trade partner. It is said, however, that some sectors of the Japanese Government are anxious to meet the EEC half way on the question of agricultural exports.

TOKYO, July 21.

Japan has agreed to a U.S. proposal for trade talks and suggested they should begin on September 12. The Japanese Foreign Ministry said the talks will cover economic, trade, and international monetary problems. It said, earlier Finance Ministry said the talks will be designed to find ways of reducing Japan's growing trade surplus with the U.S.

Acute problems ahead

PARIS, July 21.

JAPAN IS likely to experience increasing difficulties in export to the coming years, with competition already stepping up from countries such as South Korea and Singapore, according to a report from the Hudson Institute of the U.S.

"One of Japan's major long-term problems is that it lacks a natural trading region of high-income nations where its products can be sold without provoking protectionist reactions," the report says in a special section on the regional distribution of Japanese exports.

The problem is likely to become more acute, it warns, since the Japanese economy requires the reinforcement and expansion of its technology to meet the demands of other highly advanced nations.

The report maintains that the problem of the regional distribution of Japanese exports is "permanent," pointing out that the present level of Japanese growth is concentrated mostly in sectors which the Japanese must eventually concede to lower cost competitors. This is especially true of mass manufactured goods, as well as some areas of steel and shipbuilding, it says.

The Hudson report affirms that the present structure of the Japanese industry "make it persistently vulnerable" in the longer term.

Because of Japan's "very serious" trade deficit with all producing nations and the lack of its own regional market, "it is inevitable and essential that Japan has a trading surplus with the U.S. and West European markets," it concludes.

Record exports of Scotch whisky

RAY PERMAN, SCOTTISH CORRESPONDENT

IS OF Scotch whisky exports, as opposed to bulk shipments, has risen to a record level in the first six months of this year, according to figures from the Scotch Whisky Association.

Exports of Scotch whisky in the first six months of 1977 were valued at £31.22m, an increase of 3 per cent on the same period in 1976. Export earnings per cent up at £31.22m, an increase of 3 per cent on the same period in 1976.

The improved export figures are to the surprise of some industry observers, who expected a disappointing performance in the important United States market.

the pre-Christmas rush that followed the Chancellor's advance warning of an increase in duty. The first four months of 1977 clearances from bond were 34 per cent down on 1976.

The distortion in production this created was not welcome to an industry which had tried over the years to stabilise its work force, particularly in bottling halls, Mr. Barclay said.

Opposition of MFA compromise

PHYS DAVID, TEXTILES CORRESPONDENT

AGREEMENT over the record of discussions on the Multi-Fibre Arrangement (MFA) is holding up moves to negotiate the next stage beginning from January next year once it had become clear from negotiations over the next few months whether an effective pattern of bilateral agreements could be reached.

Some differences also still exist, however, within the Community, with the French — now faced with mounting domestic economic and social problems — particularly anxious that there should be the fullest recognition of the difficulties faced by the European textile industry before any decision to begin the bilateral negotiations is taken.

Further demands for a tough European line came yesterday in Britain from the British Textile Confederation's president, Dr. Brian Smith. Dr. Smith, chairman of ICI Fibres, warned that Britain's entire economy would be gravely damaged if her textile and clothing industry was allowed to sink under the rising tide of imports.

jobs in textiles and clothing, he said.

Dr. Smith, who was speaking at the launching of a new booklet, A Future for British Textiles, said textiles were not a lame duck but had been rationalised and modernised over recent years and had maintained a high investment level and an outstanding record for innovation.

"A lot of textiles and clothing are currently running at more than £1.5bn. a year, labour relations are excellent, and in the last 10 years output per employee in the textile industry has risen by 57 per cent, which is nearly twice as much as in British manufacturing as a whole."

Dr. Smith said the industry was not seeking to stop imports from developing countries but trying to find a balance which would be fair to both the importing and exporting countries.

Without a better balance in world textile trade, the development of countries who themselves suffer in the long term as a result of weakening of the markets they were now supplying, Dr. Smith said.

S. shoe aid may set pattern

PHYS DAVID

WASHINGTON, July 21.

When the president earlier this year, rejected a recommendation from the International Trade Commission that he should impose quotas on shoe imports he also announced a two-pronged attack on the shoe industry's problems.

He approved temporary "orderly marketing agreements," which have since been satisfactorily worked out with Korea and Taiwan and he has instructed the Department of Commerce to find ways to provide long-term help for the industry.

The latest plan provides that over the next three years the government will spend a total of \$56m. on the shoe industry.

The aid will come in three different forms: federal loans to help buy new equipment to reduce manufacturing costs, special encouragement to retailers to buy American shoes, and the setting up of 12 special teams to advise American manufacturers.

The teams face a formidable task. Since 1968 there has been a steady decline in shoe production from 643m. pairs to 444m. in 1976.

During the same period imports have climbed from 182m. to 370m. and the number of domestic shoe makers has fallen from 60 to 378. Total employment in the industry has fallen by 70,000 to stand at 153,000.

Issey, Toyosha link

KENNETH GOODING

ERGUSON, the Canadian group, has signed a deal with the Toyosha company to market the Japanese small tractor in the United Kingdom. The deal is part of a network under the Toyosha name.

The first consignment of 40 tractors was shipped from Britain to Tunisia earlier this month.

The trucks are all being sent in CKD (completely knocked down) form, and are to normal tropical market specifications.

They will be assembled at the Government-owned STIA (Société Tunisienne d'Industrie Automobile) assembly plant near Tunis, for subsequent sale to private operators and hauliers.

Ford trucks for Tunisia

FINANCIAL TIMES REPORTER

FORD OF BRITAIN has just finalised a truck deal worth £15m. with Tunisia for 944 D-Series Phase 1 trucks in the 7-13 ton range, to be delivered between now and the Autumn.

The first consignment of 40 trucks was shipped from Britain to Tunisia earlier this month.

The trucks are all being sent in CKD (completely knocked down) form, and are to normal tropical market specifications.

They will be assembled at the Government-owned STIA (Société Tunisienne d'Industrie Automobile) assembly plant near Tunis, for subsequent sale to private operators and hauliers.

JAPAN will resume issuing export licences for ships and industrial plant intended for Algeria. Reuters reports from Tokyo. The Ministry of International Trade and Industry said export licences for six Japanese-built cargo vessels, worth a total of about \$68m, ordered by the Algerian National Shipping Corporation, will be issued soon.

Lecon imports slowdown seen

FINANCIAL TIMES REPORTER

EUROPEAN nations during the next three to four years to slow down their imports from the West in 1975, said Mr. Ashby.

Mr. Ashby pointed out that by 1975, the West's trade surplus with Comecon countries was of fairly modest proportions. In 1972, the deficit tripled and by 1975 it had increased to more than \$900m. Last year it fell to grow more slowly slightly to about \$850m.

Engineers' order books begin to improve

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

THE ENGINEERING industry's order books have started to improve a little after being stable for several months, the latest statistics from the Department of Industry confirm today.

However, they are 44 per cent below the peak reached during the 1973 boom.

The department's figures, published in Trade and Industry magazine, are in line with last week's analysis from the Engineering Employers Federation.

The federation suggested that the economic position of the industry was improving slowly.

Prospects for recovery were brighter than at any time during the past year.

To-day's statistics cover the three months to April. They show that the inflow of new orders from the home market continued to increase, but this was offset by some decline in new overseas contracts from their previous relatively high level.

The increase in new home orders was 4 per cent, slightly above the level of sales on orders-on-hand for the home market lengthened a little.

New orders from overseas declined by 7 per cent, but export sales were also flat and export orders increased by 2 per cent in the three months.

While total new orders were unchanged, the department insists that the seasonally adjusted figures suggest they may have begun to edge upwards again.

The federation said last week that there are no signs of a rapid increase in orders for engineering companies in the near future although individual sectors should benefit from particular projects — for example, the orders that the machine tool makers should set from British Leyland shortly.

More Home News

Pages 10, 11

Judgment soon on bid to prevent DOT inquiry

JUDGMENT was reserved in the High Court yesterday in the inquiry under the 1948 Companies Act.

Mr. Edmund Dell, Trade Secretary, asked that the claim should be struck out as not disclosing any reasonable cause of action and as being frivolous and vexatious.

Mr. Justice Foster is expected to give his decision before the law term ends next Friday.

Improvement for White Papers on spending suggested

BY DAVID FREUD, INDUSTRIAL STAFF

A STRING of ideas for improving the content and presentation of Government White Papers on expenditure were published yesterday by the Commons Expenditure Committee.

They cover specific topics investigated by sub-committees on defence, overseas services, export finance, housing, the employment of civilians for public purposes, social services and the Stationery Office.

Mr. James Boyden, Labour MP for Bishop Auckland, chairman of the committee, said yesterday the recommendations, if accepted, were unlikely to be implemented before the year after next.

The recommendations represent the first time the six sub-committees have made a collective inquiry into the information provided in the programme

Adcock gets £842,000 machine tool grants

By Kenneth Gooding, Industrial Correspondent

MACHINE TOOL industry aid scheme grants totalling £842,000 have been made to Adcock-Shipley, a subsidiary of the U.S. conglomerate Textron.

Some £246,000 will go towards a £1.4m. design and development programme over the next three years.

The other £596,000 is being provided by the Department of Industry towards the £2.7m. expansion of the Leicester and Bridlington factories.

The expansion is expected to increase the currently 900-strong workforce by 130 during the three-year period.

It will allow new products to be made in the UK, including machines being developed and manufactured by the Bridgeport machines division of Textron in Connecticut.

Adcock-Shipley claims to have pioneered the computer-aided design technique in the British machine tool industry as developed by Dr. Taylor under the direction of Prof. S. A. Tobias at Birmingham University.

Mr. A. J. Aldridge, the company's managing director, says that the company has been able to maintain "a strong and healthy" position.

U.K. increases share of offshore supplies

BY RAY PERMAN, SCOTTISH CORRESPONDENT

BRITISH COMPANIES are continuing to take a rising share of the market for goods and services for the offshore oil industry.

Figures last year published yesterday by the Offshore Supplies Office of the Department of Energy showed that although the total value of orders fell by £144m. to £1,041m., the U.K. share rose from 52 per cent (£539m.) to 57 per cent (£599m.).

The decline in total value is largely attributed to the lack of platform orders last year. The demand for capital goods as a whole dropped from £529m. in 1975 to £359m. last year, although as a result of improved performance in selling production plant, the U.K. share increased by 7 per cent to 70 per cent.

The end of the hiatus in platform ordering this year — with two steel jackets ordered so far from British yards — prompted Dr. Dickson Mahon, the Energy



Dr. Dickson Mahon steady trend.

Minister, to predict that figures this year would confirm the steady trend shown by the past few years' figures.

He expected the market to be worth a little more than last year and the U.K. share to have risen to at least 60 per cent.

The improvement in British performance is partly attributed to the success of the Offshore Supplies Office which was set up to encourage British firms to take advantage of the opportunities offered by the oil industry, so contributing to import saving.

Dr. Mahon said that despite the fact that five British platform yards were without work — and two of those had never won an order — the industry had a promising future.

The Government's policy of phasing the issue of new licences more evenly, with a sixth round, would allow the rapid alternation of fat and lean years that has dogged the industry.

The change in direction of oil exploration to the deeper waters off the West of Shetland and in the Western Approaches would benefit the concrete platform constructors, the worst affected.

British platform companies could also expect some bonus orders such as those from the inshore Beatrice Field and export contracts.

The service sector fared best last year increasing in value by £10m. to £585m. The U.K. share also improved from 41 per cent (£238m.) to 45 per cent (£265m.).

The value of design and consultancy contracts also increased from £71m. to £87m. with British companies fulfilling 82 per cent (£71m.) compared to 60 per cent (£42m.) in 1976.

Amoco U.K. Exploration is to resume its search for oil and gas in the U.K. Celtic Sea within the next week or so.

It will drill one or two wells on blocks held in consortium with Mobil Oil and the British Gas Corporation.

Public export credit agency is rejected

BY MICHAEL BLANDEN

THE ESTABLISHMENT of a public agency to take over, from the banks in providing export finance, has been rejected in a report by the trade and industry sub-committee of the Commons Expenditure Committee.

The report follows a short inquiry this year into the provision of export credit finance and particularly the role of the Export Credits Guarantee Department.

The sub-committee concludes that a change to a public agency, an idea which has been canvassed in various forms, is not necessary.

It finds also that the cost to public funds of the effective interest rate subsidy provided to exporters — £441m. from the inception of the scheme in 1972 to March this year — has been justified on balance.

The report also argues that the provision for interest support should appear separately in the Public Expenditure White Paper and supports any efforts made by the Government to further international agreement on the control of export credit.

The report draws attention to the change in the character of the scheme since it was first introduced, the main result of which has been to create a very substantial increase in public expenditure.

Besides its impact on Government expenditure the scheme also has an effect on the balance of payments capital account. It was estimated that in 1976-77 net lending abroad for export credits represented a direct charge of £700m. on the balance of payments.

Housing statements criticised

BY MICHAEL CASSELL

THE EXPENDITURE Committee criticises the Department of local authorities will spend £1,050m. on new building but is not told the number of new houses that money will buy, nor is he told how many houses the Department expects to be improved out of the figures allocated to each sector for this purpose.

The Committee emphasises that until controls were introduced in 1976 the size of the house-building programme was not determined by the Government but was the result of decisions by individual local authorities about the number of houses they were prepared to build.

The Department, it points out, made no attempt to assess housing need but gave loan sanction to any scheme that complied with the target yardstick.

The report continues: "As the housing programme is no longer open-ended but is determined by assessments of housing need, the assumptions which the Department is making, and on which its expenditure projections are based, are fundamental to any rational consideration of housing policy and should be made public."

The Expenditure Committee adds: "Local authorities are now being asked to provide, in the housing investment programmes, annual statements of their area's housing needs together with the policies they propose to adopt to meet that need and their proposals for expenditure."

"We are asking the Department to provide just such a comprehensive statement of housing policy and budgetary choices, or national housing facilities informed discussion of public expenditure on housing inside and outside Parliament."

COMMONS EXPENDITURE COMMITTEE REPORT

The report also argues that the provision for interest support should appear separately in the Public Expenditure White Paper and supports any efforts made by the Government to further international agreement on the control of export credit.

The report draws attention to the change in the character of the scheme since it was first introduced, the main result of which has been to create a very substantial increase in public expenditure.

Besides its impact on Government expenditure the scheme also has an effect on the balance of payments capital account. It was estimated that in 1976-77 net lending abroad for export credits represented a direct charge of £700m. on the balance of payments.

BANKS MUST PAY REGARDLESS OF DISPUTE BETWEEN BUYER AND SELLER

Appeal Court rules on performance bonds

A PERFORMANCE bond guaranteed by one bank to another in a commercial transaction is similar to a letter of credit and must be honoured despite any dispute between the buyer and seller for whom the banks are acting, the Appeal Court has ruled.

In a test case said to be of great importance for banking practice, the court dismissed an appeal by Barclays Bank International against a High Court judge's refusal to stop Barclays Bank International paying £50,203 under a performance bond.

Lord Denning (Master of the Rolls) said that it was an important case in commercial transactions because it concerned a new type of business called performance guarantees, which seemed to be coming into considerable use in transactions with Middle East countries.

He said that Barclays Bank International had contracted to supply glass houses to the Agricultural Development Council of Libya for £502,030. Payment was to be by letter of credit to be opened by the Umma Bank of Benghazi, payable to

Barclays Bank International on behalf of Edwards Owen.

A letter of credit was opened, but it was not satisfactory to Edwards Owen, which said that it could not perform the contract. The contract therefore went off, on the face of it because the Libyan buyers had not fulfilled their part.

Before the contract had been signed the buyers had stipulated that a performance bond for 10 per cent of the purchase price should be issued to them.

Edwards Owen instructed Barclays to give a performance guarantee and the bank called the Umma Bank. Upon our responsibility, and on behalf of Edwards Owen Engineering, please issue in the form required a performance bond in favour of Libya (the buyers) for £50,203 sterling, being 10 per cent of the total contract value.

To subsequent communications between the banks Barclays confirmed that the bond would be payable by them "on demand without proof or conditions."

Umma accordingly issued a bond to the Libyan buyers, stating: "We stand as guarantors

had discharged the *ex parte* injunction.

Lord Denning said Barclays said that it had no option but to honour its word to Umma and to debit Edwards Owen under the counter guarantee. Barclays contended that Edwards Owen's remedy would be to sue the buyers in the Libyan courts — which Edwards Owen said would be all but impossible because of difficulties in getting visas.

Lord Denning said that the performance bond was a new creature, as far as the courts were concerned, it had many similarities to a letter of credit, and it was, in fact, established that letters of credit must be honoured, and any troubles between buyers and sellers were settled between themselves.

The only exception was in a case of "established or obvious fraud."

In the present case, said Lord Denning, a satisfactory letter of credit had never been given. Edwards Owen argued that as it was not in default, had been performance bond, had been issued in case of default, it should not be required to pay under the bond.

"It seems to me, likewise as in a letter of credit case, the banks as between themselves are not concerned with the relations between the buyers and sellers," Lord Denning said.

"We have been told that under international banking practice banks must honour their bond one to the other. Barclays gave their bond to Umma, guaranteeing to pay on first demand without proof or conditions."

"That was virtually a promissory note to pay on demand. No proof was needed of any default. No conditions were to be attached to it."

"Equally, he added, there was no need for Umma to produce any proof that the Libyan buyers had a genuine claim."

"The demand was made and it seems to me the bank must honour it, and this court cannot interfere with the bank's obligations." Lord Denning concluded.

Lord Justice Browne and Lord Justice Geoffrey Lane agreed that as Edwards Owen's appeal should be dismissed.

No order was made as to costs and Edwards Owen was refused leave to appeal to the Lords.

The Property Market

BY QUENTIN GUIRDHAM

Investors' faith in retail sector

This is proving, in the investment market, to be indeed a summer for the big spenders in which the deduction for quantum is being eroded by a desire to get large chunks of money out. While there have been some eye-catching office investments, shopping centres— in tune with a fashion for retail investments which led, for instance, to Richard Ellis's investment report declaring a clear merger between prime shop and office investments—have been the highest single beneficiaries.

Norwich Union's £24m. for Peterborough (that's the same figure as the Post Office's Milton Keynes backing, the size of which surprised some three years back) and the Combined Petroleum Pensions Fund's £9m. for Redditch have been two recently announced fundings. To-day's confirmation is the £10m. from the Coal Board funds for the retail sector of the Cardiff central scheme (the NCB's Pension and Super-annuation Funds' exposure at Kingston and Swansea may total about the same).

Another funding expected to be completed soon is that of the council-Town and City scheme in Eastbourne (a little under £20m.) and in the purchasing field the County and District Properties sale of the Pentagon Centre,

started last December. Even so, the decline in the first half of the year is going to be substantial, with the totals for the three months of March to May down over 3 per cent on the poor preceding three months. Using the DoT Index, with a 1971 base of 100, the March-May volume figures are down to 108.8, against the 1976 average of 108.1 (1975 was 110.7).

Durable goods shops, and clothing and footwear shops are, the sectors that have suffered worst as the squeeze on disposable incomes has cut spending on non-essentials. This runs against what had been established as a general trend for durable goods taking an increasing share of personal spending. Whether, or how soon, disposable incomes expand in real terms sufficiently to restore the long-term trend is the catch question. Most forecasts indicate some expansion in consumer spending, showing through towards the end of this year, whatever happens to the pay talks. But that does not give any clue to whether the durables will continue in the long term.

With this as the immediate background, the Hillier Parker figures show how the multiples are changing shape. The starting decline in one year in the total of just over 200 multiple branches is mainly accounted for by some ruthless pruning operations. International Stores being the prime example in closing 270 small or uneconomic units in 1976.

But among the food retailers the trend of the multiples is steady toward a smaller number of

larger units. Hence in the last year Tesco and J. Sainsbury have both reduced the number of branches while increasing sales space. Tesco has spelt out its plans in some detail. From a 1972 total of 781 branches it was down to 726 by its February year-end this year, and projects a drop to 684 branches in two years time.

So which are the sectors growing in branches as well as sales area? Women's fashion multiples, with chains like C & A, Top Shop and Miss Selfridge among the growers, have balanced the decline in menswear branches (Burton being the big closer of units). The department stores like John Lewis, House of Fraser and Debenhams are increasing branches, and other sectors expanding include DIY, jewellery (still) and TV rental (surprisingly, the Hillier Parker research shows total branch numbers expanding there too in the last year).

But if you want the champion expansion sector among multiples it is the building societies. Those who criticise them for unnecessary competition for deposits, or retailers and landlords complaining of the yards of dead frontage in high streets, find their teeth to learn that in the last year the 18 top societies have opened another 270 branches, a 9 per cent increase. The total number of society branches has trebled in the last decade.

In the game of guessing what's to come, Jones Lang Wootton has also come out with some research. It tackles the issue from the investment standpoint, concentrating on supermarkets and end superstores.

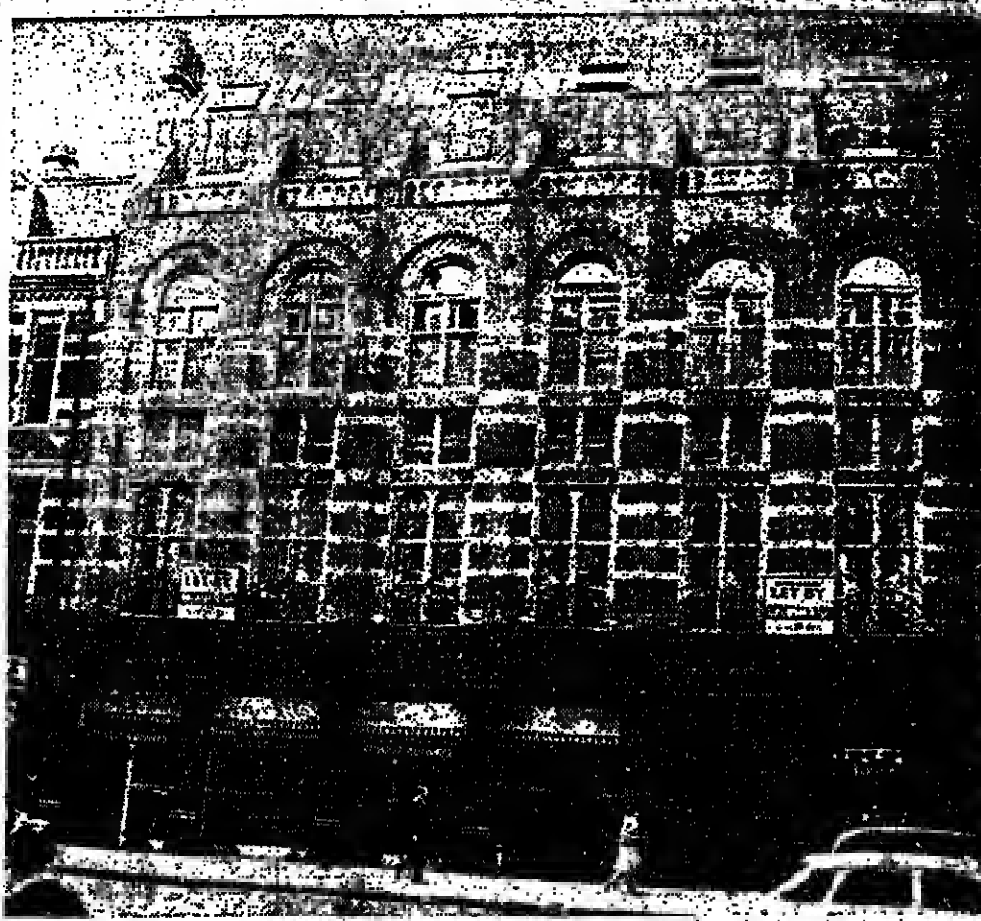
One basic point the J.L.W. paper makes is that it is easy to over-emphasise the importance of out-of-town developments amid all the planning rumpus caused by possible policy changes in Planning Note 13. Figures from the Institute of Grocery Distribution show that two-thirds of new store openings are in town centres, and hence the majority of food and durable goods shopping will continue for the foreseeable future in town centres."

Haslemere sticks with its investments

HASLEMERE ESTATES has decided to hold on to its investment properties. That is the real news which underlines the major changes in the preliminary figures released yesterday. The figures make little sense when placed beside the last report and accounts until one realises that the figure of £32m. profits through trading has disappeared. All that is left is a mere £400,000 from sales of properties held for dealing and this is simply shown as part of the pre-tax profit figures.

Any surpluses from sales of investment properties (£433,000 in these accounts compared with nearly four times that figure in the year to March 1976) have been taken direct to reserves. This is a clear pointer that Haslemere is going to hang on to its properties rather than flog them off as soon as they have been done up.

As if this were not enough to huff the casual reader Haslemere has also decided to be stricter on itself over development outgoings. It never did capitalise interest, but now it has stopped capitalising even ground rents and small items like security and petty cash on development properties. The effect is to show pre-tax profits up 24 times instead of the simple doubling that the unchanged figures would show. A simple way of looking virtuous without it hurting.



The redeveloped Colette House, Piccadilly, London, has now, after more than a year on the market, been fully let by Edward Erdman, with the 13,280 sq. ft. total of offices, shops and flats producing £135,000 a year. The camp Victorian style maintained by architects Ronald Ward and Partners makes it a striking building, with the Burlington Arcade to the right and on the left what is thought to be the only shop designed by Charles Waterhouse, creator of the Prudential's palace. The main letting, last year, was to Kuwait Airways, and the other floors have gone to National Iranian Copper Industries Corporation and Beljer.

the Swedish finance group (represented Anthony Lipton). The equated rent level of a hit over £10 a sq. ft. on these six office floors make an interesting contrast with the same level gained by British Leyland on all the 32,000 sq. ft. of the former Ford Motor showrooms building in Regent Street. Conrad Rühlert did the letting of 32,000 sq. ft. to Davy Powergas (represented Goodman and Mann). The speed of letting says something for the demand, larger West End units. With £130,000 a year from the retail space let to Mich Barrie and to Seefelds, total rents from refurbishment total £480,000 a year.

INDUSTRIAL AND BUSINESS PROPERTY

By order of the Secretary of State for Defence

RN
ROYAL NAVAL
STORES DEPOT
Coventry

530,000 Sq. Ft. on 20 Acres
For Sale by Auction - Autumn 1977

Henry Butcher & Co

59/62 High Holborn, London WC1V 6EG Tel: 01-405 8411

K for Industry

ASHFORD, Kent
Last Remaining Warehouse Unit
6,600 sq. ft.
TO LET

CHELMSFORD, Essex
Warehouses from 6,000 sq. ft.
to 450,000 sq. ft. to be erected
TO LET or FOR SALE FREEHOLD

HORNSEY, N.8
Single Storey Factory
10,500 sq. ft.
FOR SALE

MILL HILL, N.W.7
Extensive Commercial Premises
Totaling 21,514 sq. ft. on 3.3 acres
FOR SALE

PERIVALE, Middx.
Modern Warehouse/Offices
37,750 sq. ft.
Heating, Lighting and Sprinklers
LEASE FOR SALE

PLYMOUTH, Devon
Factory
51,760 sq. ft.
FOR SALE

WEST MOSELEY, Surrey
Factory and Offices
32,500 sq. ft.
FOR SALE FREEHOLD

REQUIRED—Mid-Kent
2 acre site
Suitable for open storage

King & Co
1 Snow Hill, London, EC1
Telephone 01-236 3000
Telex 885485
Also at: Kettering, Rushden, Corby, Rearsby.

If you've got Northern Connections,

22 Stephenson Way N.W.1
couldn't be better situated

Adjacent Euston Station and a few minutes from Kings Cross this Office & Commercial building totals approx 18,000 sq. ft.

FOR FULL DETAILS CONTACT:
DE & J LEVY
01-930 1070
Estate House 130 Jermyn Street London SW1Y 4UL

20 GROSVENOR GARDENS
LONDON SW1

- 7200 sq ft office accommodation
- Carefully modernised
- Centrally heated
- Passenger lift to all floors
- Convenient for City and West End
- Close to Victoria Station

TO BE LET
OR FOR SALE LEASEHOLD

For further details apply:
BIDWELLS chartered surveyors
Trumpington Road, Cambridge CB2 2LD Telephone: Trumpington (022 021) 3391
Telex: 817658

On Instructions from The Land & House Property Corp. Ltd.

15,000 SQ. FT. OFFICE SPACE
TO LET

As a whole or in units from 1,500 sq. ft.

OXFORD HOUSE, WELLINGBOROUGH

Features:

- ★ RENTAL ONLY £1.50 PER SQ. FT.
- ★ AMPLE PRIVATE CAR PARKING
- ★ ATTRACTIVE SITE ADJACENT TO PARKLAND
- ★ MAIN ROAD LOCATION—Frontage to main road to Northampton
- ★ FULL OIL-FIRED RADIATOR HEATING
- ★ LIFTS
- ★ FULL W.C. ACCOMMODATION
- ★ Adjacent Occupiers
- Department of Environment
- Anglia Water Authority
- Thomas Linnell

For further information contact:
SOLICITORS
22, Shear Street, Wellingborough
Tel: (01823) 22001
30/1 St. Giles Street, Northampton
Tel: (01603) 22017

Wythenshawe, Manchester
Offices, Warehouse complex for Sale, 134,000sq. ft.

- ★ 24 ft. Eaves Height.
- ★ Excellent location for motorways.
- ★ Near Manchester international airport, docks and rail.

Edward Rushton
Son & Kenyon
Kings Court, Exchange Street, Manchester M2 3AX
Tel: 061-834 1814 and at London and Overseas.

GARDIFF

A Capital place

A new office development to let 31,500 square feet net

- * Parking for 84 cars
- * Ready for occupation December 77
- * Prominent corner location, close to city centre and main shopping area
- * For details apply joint agents

Hillier Parker
May & Rowden
77 Grosvenor Street, London W1A 2BT.
Telephone: 01-429 7066

Debenham Tewson
20 Abchurch Lane, London EC4A 3DF
Telephone: 01-477 2222

CHELMSFORD ESSEX

EXCELLENT MODERN WAREHOUSE/FACTORY

8,000 sq. ft. approx.

Grimley & son
52-61 Talbot Square London WC2N 5DS
01-839 6951
Birmingham 021-236 8236 Brussels 02-52 16 12

Orpington, Kent
Modern Warehousing To Let

- Units from 13,500 sq. ft. - 62,000 sq. ft.
- 20 ft. eaves height
- Good access to M20 & M25
- Ready for immediate occupation

DRIVERS JON
23 PAUL MALL, LONDON SW1W 0JH

Thomas & Atkins
In association with John D. Wood
62 Cannon Street, London EC4A 3DF
Tel: 01-477 2222

COMPUTER INDUSTRIAL PROPERTY REGISTER

Unit No. 5003
10-32-60

10,000 sq. ft.

15,610 sq. ft.

177-350

Area: 11

2,320

7,000-

121,000 sq. ft.

Part of the J.W. Computer Service.

J.W. WOOTTON
Chartered Surveyors
100 Strand, London EC4A 3DF
Tel: 01-477 2222

PORTLAND PLACE
1200 yds. Oxford Circle

Self Contained Office Building

100 sq. ft. TO LET

HERRING & DAVIES
Chartered Surveyors
100 Strand, London EC4A 3DF
Tel: 01-477 2222

TO LET

HOUSE, PICCADILLY I

MANCHESTER

10 Sq. Ft. per floor

Area Available

12,000 Sq. Ft.

from £1 per Sq. Ft.

CAR PARKING FACILITIES

Apply form to: AARON & KNOWLES
34 Charlotte Street, Manchester 1, 13
Tel: 061-234 3746

FINISHED OFFICE BUILDING

TO LET

WELSEA, SW3

HEATING • CAR PARKING

6,900 SQ. FT.

23 MANCHESTER SQ. LONDON W.1. 01-436 1252

OFFICES

MATTHE GOODWIN
01-248 3000

هناك من العمل

هكذا من النص

A COMPUTERISED INDUSTRIAL PROPERTY REGISTER

Banking
To be built.
Edg. Warehouses. To let.
Units from 5,000 sq.ft. to 32,000 sq.ft.

Deaton
Factory on two floors.
Redecorated. To let.
10,000 sq.ft.

Hadiney
Warehouse. Long leasehold interest for sale.
15,670 sq.ft.

Highams Park
New factories under construction. To let.
1/17/35,000 sq.ft.

Millwall
Riverside Wharf for sale. Bldgs. inc. 3,320 sq.ft.
Approx 1.86 acres

Millwall
Warehouse units. Short/long term leases.
7,000-121,000 sq.ft.

Poplar
Warehouse to let. Reduced initial rent.
8,175 sq.ft.

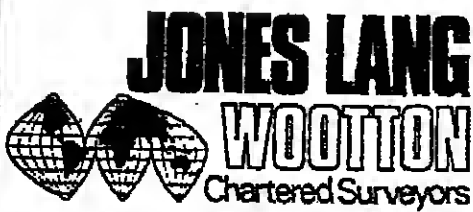
Part of the JLV Computer Service.



Seymour Place, London W1

Air-conditioned Office Building

To Let
6,090 sq.ft.



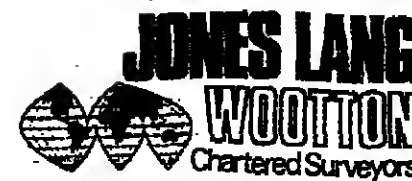
103 Mount Street, London W1Y 6AS
Tel: 01-493 6040. Telex: 23858



9 Clifford Street, London W1X 2AL
Tel: 01-734 1304

Redhill

Town Centre
New Offices
7,800 sq.ft. To Be Let
Ample Car Parking



103 Mount St., London W1Y 6AS
Tel: 01-493 6040
Telex: 23858
6 Barclay Road,
Croydon CR9 1UQ
Chartered Surveyors Tel: 01-886 6821

MODERN SINGLE STOREY FACTORY



WEST MOLESEY, SURREY

32,500 sq. ft.

Separate Office Block

Site Area Approx. 1 1/2 Acres

FOR SALE FREEHOLD

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester - Leeds - Brussels

London Wall London EC2

New air conditioned Offices
6,230 sq ft

To be let

Joint sole agents
Debenham Tewson & Chinnocks

Chartered Surveyors
Bancroft House Paternoster Square
London EC4P 4ET
01-236 1520 Telex 883749

The City Surveyor

Corporation of London
PO Box 270 Guildhall London EC2P 2EU
01-606 3030

FREEHOLD REVERSIONARY INVESTMENT

8 Shops Securely Let
Producing: £18,250 per annum excl.
Estimated income: £40,000 per annum
HIGH STREET, N.W.1.

EDWARDSYMONS & PARTNERS
55, 52, 42 Whitehall Road, London SW1W 1DH Tel: 01-834 8434

By Order of the Borough of Epsom & Ewell

EPSOM TOWN CENTRE

CENTRAL AREA SITE

FOR:-

- SHOPPING OFFICES
- CAR PARKING
- OTHER USES

TO LET ON GROUND LEASE

Interested Developers should apply for further particulars quoting Ref. LAC/ARH to:-



77 Grosvenor Street, London W1A 2BT
Telephone: 01-629 7666
and City of London, Edinburgh, Paris, Amsterdam, Australia.

PORTLAND PLACE W1. (200yds. Oxford Circus)

Self Contained Modern Office Building

9,500 sq.ft.

TO LET

CENTRAL HEATING.
CINEMA
FITTED WITH HARDWOOD & DIRECTOR'S SEATING FACILITIES



BERMONDSEY TRADING ESTATE ROTHERHITHE NEW ROAD LONDON S.E.16

TO LET

Warehouse or Industrial Units
TOTAL AREA 145,000 sq. ft.

Units of 4,037 sq. ft. to 5,969 sq. ft. or multiples thereof
Occupation September 1977 onwards

Apply to

FRANTHORNE INVESTMENT LIMITED
Osborn House, Osborn Terrace,
London SE3 9DP. Tel. 01-852 7407

TO LET

WARD HOUSE, PICCADILLY PLAZA MANCHESTER

1000 Sq. Ft. per floor

Total Area Available
22,000 Sq. Ft.

Rents from £1 per Sq. Ft.

PRIVATE CAR PARKING FACILITIES

Apply Joint Sole Agents:
MC NEIL & CO., RAILTON & KNOWLES,
House, 87 Mosley St., 36 Charlotte Street,
Manchester 2. Manchester 1.
061-236 2344/516 Tel: 061-236 3747

Bury St. Edmunds



Warehouse units for immediate occupation

10-60,000 sq.ft.

TO LET

A45 road communication vastly improved

Fuller Horsey
Sons & Cassell
52 Bow Lane,
London EC4M 9ET.
01-248 7954

LACY SCOTT & SONS
3 Hatter Street,
Bury St. Edmunds IP33 1NB.
0284-63531

Close to Western Avenue & Nth. Circular Road

SINGLE STOREY FACTORY

with 1st Floor Offices

approx 65,000 sq ft

FOR SALE or TO LET



8 GROSVENOR STREET LONDON W1X 6AD 01-629 8911
LONDON - PARIS - GLASGOW - AMSTERDAM

HAYES, MIDDLESEX To be Let

5,271 sq. ft. A modern Warehouse/Factory
CLOSE TO LONDON AIRPORT AND HIGH STREET
or freehold available to include adjoining modern warehouse let to public company with early rent review.

MELLERSH & HARDING
43 ST. JAMES'S PLACE
LONDON, S.W.1.
01-483 6141
Chartered Surveyors

REFURBISHED OFFICE BUILDING TO LET

CHELSEA, SW3

CENTRAL HEATING - CAR PARKING
6900 SQ. FT.

Agents:-
RUCE 23 MANCHESTER SQ.,
LONDON W.1.
01-484 1252

965sqft
5th FLOOR OFFICES
Old Bond St. W.1.

MATTHEWS GOODMAN
01-248 3200
Mathew House 72 Upper Thames St. London EC4R 8DA

A FINANCIAL TIMES SURVEY INDUSTRIAL PROPERTY

The Financial Times is planning to publish a Survey on Industrial Property. The provisional editorial synopsis and date are set out below.
DATE: Wednesday, 28th September, 1977

- INTRODUCTION** The year began with many signs of revived interest in the market for factories and warehouses, both for sale and letting. The trend of plant and machinery investment was favourable, local and national government restrictions in industrial development were being eased, and it looked as if a long-awaited surge in demand for more efficient premises was underway. In practice, the more dramatic predictions of a revival, for instance in rental growth, have in general not been fulfilled, with the industrial market proving again less volatile than that in office and shop properties. But three factors indicate the increased activity now seen in most areas: well-sited development land has increased sharply in price, as developers take advantage of the funding widely available even on a speculative basis; a number of significant, large pre-lets have been arranged with major companies, and on some there is evidence of rents moving higher; and the fashion for industrial investments among many institutions continues unabated.
- INDUSTRIAL INVESTMENT** An analysis of the national economic outlook and of sector trends in industrial investment.
- DEVELOPMENT** Available statistics show a marked increase in activity, both in the private sector, where projects begun last year are now nearing completion, and in the public sector, with advanced building by the Government and by some development agencies and local authorities. Land prices, particularly in the South-East, have shown significant strength.
- RENTS** Industrial investment figures for the last quarter of 1976 proved something of a false dawn, with forecasts of the speed of revival now being revised downward. Such trends mainly affect the primary users of industrial property, and the rental market follows a different pattern. Demand may pick up quicker, and in some areas modern warehousing is already in very short supply. The effect on rents is beginning to show. But with lower quality space, the volume overhanging the market still favours the lessee.
- COSTS** Heating, lighting and rates are the key costs for most industrial property users. The extent to which they can be controlled is of growing importance to industrialists studying fixed costs in uncertain product markets.
- PLANNING** The speed with which planning applications on industrial properties are being approved has increased dramatically within the last year. Local authorities, encouraged by Mr. Peter Shore, are accepting expanded industrial use in mainly residential areas. Some further modifications in IDC control are expected. In most areas, owner occupiers and developers are enjoying a new freedom for factory building, and the necessity to accept a proportion of low-employment warehouse schemes is being faced even in high unemployment areas.
- DESIGN** Criticism of the quality of much speculative industrial development, from users and investors, has developed since the last boom. At a time when building costs, due to pressure on margins in the building industry, are increasing only slowly, the quality of most developments appears to be improving. The debate on multi-use buildings for letting, rather than specialist factories or specialist warehouses, continues.
- INVESTMENT** A larger proportion of industrial properties in institutional portfolios has now been accepted by many funds. For some pension funds, the political significance of this shift is important. Direct investment is growing, and given the low expenditure and relative simplicity of most industrial schemes, industrial property is the route by which most funds may be expected to graduate to development.
- FUNDING RATES** The gap between pre-let funding yields and those on the best speculative schemes has been narrowing. Specialist developers are proving that on a dealing basis a high level of activity can be sustained providing institutional links are maintained.
- THE STOCK MARKET** Despite the increased rating accorded them in the Stock Market, the leading quoted industrial developers have all remained cautious in their forecasts for the current year. But the quality of their earnings has now been recognised, and industrial groups should join in the improving market for property company shares.

The proposed publication date is September 28 1977. Copy date is September 19 1977. For full details of the synopsis and advertising rates contact: Terry Druce, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY. Tel: 01-248 8000, ext. 7196 or 7116. Telex: 885033.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of surveys in the Financial Times are subject to change at the discretion of the Editor.

CLASSIFIED COMMERCIAL PROPERTY

FACTORIES AND WAREHOUSES SHOPS AND OFFICES

WEDNESBURY WEST MIDLANDS TO LET MODERN FACTORY

UXBRIDGE MODERN FACTORY 17,550 SQ. FT.

HEREFORD Convenient to City & Motorways MODERN LIGHT INDUSTRIAL FACTORY UNIT

INTERNATIONAL PROPERTY JOHN D. WOOD

ISLAND OF ZANTE

U.S. INVESTMENT PROPERTY FARMS, ESTATES/INVESTMENT PROPERTY

CONTRACTS AND TENDERS GOVERNMENT OF MAURITIUS

GOVERNMENT OF MAURITIUS MINISTRY OF AGRICULTURE AND NATURAL RESOURCES AND THE ENVIRONMENT

HOME NEWS

Nuclear authorities give details of 'lost' fuel

BY IAN HARGREAVES BRITAIN'S NUCLEAR power agencies bowed to public pressure yesterday and released details of the substantial amounts of plutonium and uranium "unaccounted for" in their civil nuclear activities.

Windscale-type waste carriers given 60-80 mph crash tests

BY IAN BREACH IN WHITEHAVEN CONTAINERS used by British Nuclear Fuels for transporting uranium salts and radioactive waste have been tested in simulated crashes at speeds of 60-80 mph, using rocket-propelled vehicles and solid concrete blocks.

Post Office to rebut critics

BY JOHN LLOYD, INDUSTRIAL STAFF THE POST OFFICE'S considered reply to Wednesday's report of the Post Office Review Committee is certain to be very critical and to defend its present practice.

£22m. plan for Cardiff

A £22m. redevelopment plan for Cardiff city centre includes a £6m. concert hall, a new Debenhams department store and 66 new shops.

GREEN PAPER ON EDUCATION

BY MICHAEL DIXON, EDUCATION CORRESPONDENT DIRECT MEASURES to improve relations between schools and employers must be left to local initiatives says the government in a discussion document on school education, presented to the Commons yesterday by Mrs. Shirley Williams, Secretary for Education and Science.

NEB may buy Bull Motors GEC factory offers Spanish holidays to skilled recruits

BY DAVID FREUD, INDUSTRIAL STAFF THE NATIONAL ENTERPRISE BOARD is investigating the possibility of taking a full or partial stake in an Ipswich electric motor manufacturer Bull Motors, part of the market by its U.S. parent company, A. O. Smith.

Flow of personal savings from banks shown in statistics

BY MICHAEL BLANDEN THE MOVEMENT of personal savings out of bank deposits into National Savings and building societies early this year is clearly reflected in the latest figures published by the Central Statistical Office.

Table: NET ACQUISITION OF FINANCIAL ASSETS. Columns: 1976, 1977, 1978, 1979, 1980. Rows: Public sector, Private sector, Financial companies, Industrial and commercial companies, Personal sector, Overseas sector.

Teachers should have to be graduates

BY MICHAEL DIXON, EDUCATION CORRESPONDENT assessment methods, good record keeping, and regular contacts between teachers would help. 7-A public inquiry into educational policy, including the introduction of statistical studies, is being considered.



Mrs. Shirley Williams - "effective reform depends on co-operation."

GEC factory offers Spanish holidays to skilled recruits

BY DAVID FREUD, INDUSTRIAL STAFF A SUBSIDIARY of the General Electric Company is enticing before receiving the holiday offer of free holidays in Spain.

Francis to direct BBC news

Mr. Richard Francis, BBC controller, Northern Ireland, has been chosen as the BBC's director of news and current affairs - a post created by the Corporation following the resignation of the late Sir John Gifford.

Coastal watch

Small coastal ships will be required to carry a number of certificated officers from 1981 as a result of new merchant shipping regulations laid before Parliament yesterday.

M and S stays

Marks and Spencer has agreed to keep its long-making Town store in North London for at least another year.

Limping

FOOTWEAR deliveries in the first quarter were estimated to be 15 per cent lower than last year's, according to the Department of Trade and Industry.

Work and Community

Local authorities and industry must work more closely together to develop more effective approaches to recruiting and training teachers and to providing training for disadvantaged groups.

Standards and Assessment

There must be sound means of assessment of individual pupils, schools and the education system as a whole.

School Curricula

Existing practice needs to be reviewed as a preliminary to defining a new framework.

Nursery Education

Nursery education should be more closely co-ordinated with other social provision for children aged under five, especially in poor areas.

Local Education Authorities

Local education authorities should formulate clear policies for the teaching of Welsh, specific grants to help with the cost of bilingual schooling is being considered.

Advertisement for Willis Faber and Dumas, featuring 'range of chair', 'Francis to direct BBC news', 'Coastal watch', 'Limping', 'Work and Community', 'Standards and Assessment', 'School Curricula', 'Nursery Education', 'Local Education Authorities'.

Exhibition centre plans staff cuts

ARTHUR SMITH, MIDLANDS CORRESPONDENT

NATIONAL Exhibition at Birmingham is aiming to make it financially self-sufficient by 1979. The centre has rapidly established itself as a leading member of the international exhibition...

Liverpool inner city gets £11m.

Financial Times Reporter

Liverpool is to benefit by £11m. from the Government's special partnership arrangements for inner-city reconstruction. The Government/local authority partnership scheme...

Government urged to extend textile industry aid scheme

BY RHYS DAVID, TEXTILES CORRESPONDENT

THE GOVERNMENT is being urged by textile manufacturers to extend the industry's aid scheme. The Wool Textile Economic Development Committee...

Eight requests for assistance towards consultancy projects—figures just released in Bradford show—have also been received...

Clothing margins decline

BY RHYS DAVID

THE CLOTHING industry clothing companies increased sales with a few exceptions in 1977-78 to £35.5bn. as a decline in profit and low...

Thomson to pull out of cruise market after big losses

BY ARTHUR SANDLES

THOMSON TRAVEL, part of the Thomson Organisation, is to pull out of cruise market at the end of this year after a season of alarming losses. The company currently has one ship, the Jupiter, under charter and sets its British sales agent for another, the Calypso...

Change of chairman at Willis Faber

Julian Faber, chairman of WILLIS FABER, retires at the end of the year. He is to be succeeded by Ronald Taylor as chairman. David Palmer will become executive. Both appointments are from January 1st...

Group Gold Mining Companies Transvaal

Reports of the directors for the quarter ended 30th June, 1977

Table for Vaal Reefs Exploration & Mining Company Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for The South African Land & Exploration Company Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for Western Deep Levels Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for Elandsrand Gold Mining Company Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for Southvaal Holdings Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for Anglo American Corporation of South Africa Limited. Includes financial results for the quarter and 6 months ended June 1977.

Mr. Douglas Greenall, head of information and publicity, is to retire at the end of October after 22 years with LLOYDS. Mr. Len Kirby, of present chief Press officer, will assume Mr. Greenall's duties...

Mr. Richard M. Griffiths has been appointed marketing director of ASSOCIATED BISCUITS. His new appointment at his old company will be based at its Reading headquarters.

Table for Vaal Reefs South. Includes financial results for the quarter and 6 months ended June 1977.

Table for Southvaal Holdings Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for East Daggafontein Mines Limited. Includes financial results for the quarter and 6 months ended June 1977.

Table for Cinemas. Lists various cinema venues and their showtimes.

Table for Clubs. Lists various club venues and their details.

Southvaal Holdings Limited. The attention of shareholders is directed to the report of Vaal Reefs Exploration and Mining Company Limited.

Anglo American Corporation of South Africa Limited. The attention of shareholders is directed to the report of Vaal Reefs Exploration and Mining Company Limited.

CLUBS. OVE 100, Regent Street, 724 0857. A 10...

CLUBS. GARGOYLE, 69, Dean Street, London, W.1. NEW STRIPPER FLOORSHOW...

Anglo American Corporation of South Africa Limited. LONDON OFFICE: 40 HOLBORN VIADUCT EC1P 1AJ

Anglo American Corporation of South Africa Limited. LONDON OFFICE: 40 HOLBORN VIADUCT EC1P 1AJ

PARLIAMENT and POLITICS

LABOUR NEWS

CEGB urged to reconsider decision

By John Hunt, Parliamentary Correspondent
THE PRIME MINISTER yesterday urged the Central Electricity Generating Board to reverse its decision to drop its offer for a steady, long-term ordering programme...

Labour's education plans inadequate, says Stevas

THE GOVERNMENT'S latest policy statement on improvements in educational standards was greeted with dismay yesterday by Mr. Norman St. John Stevas, the Conservative Education spokesman...

Labour changes 'needed' on NEC

By PHILIP RAWSTORNE
REFORM OF the Labour Party's National Executive Committee was yesterday urged by the centre-right Campaign for a Labour Victory.

Union recognition urged for air ferry staff

BY ALAN PIKE, LABOUR STAFF
UNION RECOGNITION URGED 29 members of BALPA and one further employee who indicated that he would join the union if Arbitration Service is recommended...

Mr. Michael Keegan, chairman of British Air Ferries, said yesterday that there was no union recognition among the airline's 400-strong workforce.

Separate votes to decide fate of MPs criticised over Poulson

By RICHARD EVANS, LOBBY EDITOR
THE POLITICAL future of the three MPs criticised by a select committee for their activities in connection with Mr. John Poulson will be decided by the Commons in separate votes next Tuesday.

The debate will be based on a motion on the Order Paper calling for the select committee report to be considered, and the three MPs will then be able to make personal statements before withdrawing.

Mr. Michael Foot, Leader of the Commons, will then move a motion "that this House agrees with the report of the committee insofar as it relates to Mr. Cordle, Mr. Maudling and Mr. Roberts."

Written answers

TREASURY
Mr. Geoffrey Finsberg (Con., Camden, Hampstead). What is the total indebtedness as at June 30, 1977, broken down into internal and external borrowings?

Sub-judice rule waived over Jones

MPs WILL be allowed to air their views over Mr. Maurice Jones' sudden flight to East Germany, Mr. George Thomas said.

Curbs on Skytrain 'unreasonable'

By Michael Donne, Aerospace Correspondent
THE GOVERNMENT considers that the restrictions placed on Laker Airways' Skytrain licence by the U.S. are "both onerous and unreasonable."

'Lady Macbeth'

MRS. MARGARET THATCHER, Leader of the Opposition, should be likened to Lady Macbeth for "sheer bloody ruthlessness," Mr. Dennis Canavan said.

Next week's business

Monday: Completion of remaining stages of the Finance Bill; the select committee report on the conduct of members; debate on the Joint select committee report on sound broadcasting; motions on the Africa Development Fund Order and on the Assistance for House Purchase and Improvement Order; debate on the motions on members' allowance, salaries and pensions.

Unilever group to adhere to 10% pay guideline

BY OUR LABOUR STAFF
UNILEVER, which employs 90,000 people in the U.K., said yesterday that it intends adhering to the Government's pay guidelines outlined in last week's White Paper.

Miners lift strike threat

THE THREAT of a strike by 33,000 South Wales miners was lifted yesterday after the pit deputies' union agreed to the suspension of an underground deputy at the centre of a safety row.

ENERGY

Mr. Austin Mitchell (Lab., Grimsby). Approximately how much energy was conserved in relation to average consumption, during the whole period of the "Save It" campaign?

Stirring up the Opposition

BY RUPERT CORNWELL
TWO SHADOWS from an earlier and more hazy age of Parliament flitted briefly across the Commons stage last Tuesday.

Stirring up the Opposition

steady growth of the executive and of the party system has whittled away Parliament's control of the Government.

Stirring up the Opposition

lurching weekly into crisis and apparently ripe for the coup de grace.

Unions to visit oil rigs

BY OUR LABOUR STAFF
TRADE UNION officials will be given formal rights of access to North Sea oil rigs to look after the interests of their members.

P.O. strike

THE SOCIETY of Post Office Executives said yesterday that 17,000 of its members would hold an official half-day strike August 2 in a dispute over productivity deal.

Grunwick poll: Judge's surprise

LORD JUSTICE SCARMAN, chairman of the inquiry into the Grunwick dispute, expressed surprise yesterday that the company had commissioned the Gallup poll which revealed an 85 per cent vote by staff against trade union recognition.

of this inquiry might be calculated to anger to trade union who, in a sense, you are in dispute with.

BANK RETURN

Table with columns for LIABILITIES and ASSETS, showing various financial figures.

LIABILITIES

Table with columns for LIABILITIES and ASSETS, showing various financial figures.

ASSETS

Table with columns for LIABILITIES and ASSETS, showing various financial figures.

ISSUE DEPARTMENT

Table with columns for LIABILITIES and ASSETS, showing various financial figures.

Handwritten signature or mark at the bottom of the page.

The Management Page

EDITED BY CHRISTOPHER LORENZ

Recognition
ferry staff



Now that the social contract is dead, many employers want to tie pay deals to productivity. Pauline Clark on the omens of one company's experience

The Chloride showdown

WEEK saw the conclusion of the first major British industrial dispute for ten years. One of the country's growing multinationals, Chloride, has 4,000 workers in the automotive battery division returned to work on Monday after a full month's occupation of two buildings which form the trade base of Chloride's battery business. The cost of the strike has been revealed in preliminary stages, the loss of production was being put at £1.5m a week.

dispute took on particular significance after the Prime Minister's much-quoted warning against the dangers of "wage-led" productivity and "big leaf" wages after the expiry of the pay policy. Mr. Khan's statement was made days after the outbreak of the dispute, which was led off by the attempt to use a new system of bonus based on actual, rather than management "pretend" productivity. The attempt to force the scheme followed weeks of unsuccessful negotiations with the unions.

was not only the priority issue itself which was raised by Chloride's attempt to raise its U.K. operating efficiency to that of overseas operations, but also the broader problems, most of which are characterised by an emerging among the

breed on the shopfloors of rapidly expanding companies—particularly those with broadening international interests. On the key issue of productivity itself, the roots of the clash began to emerge last year. For some time, Mr. Michael Edwardes, chairman and chief executive, had made his feelings amply known. By mid-1976 he was already drawing attention to his productivity worries in the U.K.—in spite of having just announced a rise in 1976/77 group profit of 17 per cent.

At that time he was pointing out that although Chloride's strike record in Britain was only 0.03 per cent of man hours lost over the year—ten times better than the group's performance abroad—output per man did not compare well with that of the National Enterprise Board with an eye to the national industrial disease, he repeatedly stressed his concern that while five years before Britain had been a low wage country with high productivity, it had become a high wage country with low productivity.

Until the end of last year, the automotive division's productivity bonus scheme had been running apparently smoothly for eight years. Targets were estimated at the start of the year and monthly meetings took place with shop floor trade union representatives to judge the progress. The revised scheme which ended the dispute met their fundamental demand for higher earnings compared with the award, bonuses almost willy-nilly, thus offering the workers

potential bonus of up to 14p an hour, incorporating a guaranteed 5p increase on last year's average bonus earned. This is to allow for the element of management inefficiency in production holdups. Crucial to the new scheme was an agreement that though the monthly meetings would continue, they would concentrate exclusively on the productivity outlook for the month ahead. Meetings to review past progress on achieving set targets would instead take place only once a year.

The general insecurity which made the dispute so bitter will take much longer to overcome. Much of it related to Chloride's rapid expansion as a multinational company.

the rapidly expanding group. Not surprisingly, the management is reluctant to see its multinational development as a major factor in the recent industrial relations breakdown. It argues that the job security and the opportunity for higher earnings offered by a growth concern were behind the harmonious relations that existed with its U.K. workforce before the recent dispute.

But the trade unionists have taken a different view. They claim that, as Chloride became more multinational, top management increasingly specialised in finance, and that this alienated it from the shop floor. One of the most obvious results of the multi-national development was the management's ability to measure the performance of British workers against those in its overseas subsidiaries. This played a key part in the productivity dispute.

"How can it be fair to compare us with the U.S. where factory inspectorate standards even for companies working with lead are so much lower than our own," the strikers argued. At the same time, Chloride's much-prized pyramid management structure has not escaped criticism from the shop floor, where many people believe that the productivity row stemmed directly from increasing pressure for results on divisional managers. This, in turn, is blamed on the tendency of multinationals to compare performances in different countries.

While emphasising that the group feels it is justified in making comparisons, Mr. John Ray, executive director for the European group, would like to get away from destructive arguments about them. Instead he urges shop floor recognition of the need to concentrate on meeting productivity objectives once they are set.

The group is proud of the new structure. In 1975, the chairman was made Guardian Young Businessman of the Year after his reorganisation of

faults in British machinery or anything else. A change in philosophy is unlikely to be achieved through the airing of grievances in one strike, however, and Mr. Ray concedes that the process of adjustment is likely to be a long one. So each side feels the other will have to go through a lengthy educational process. To the trade unionists, a pre-condition for the restoration of harmonious industrial relations is better management understanding of the aspirations and attitudes of the shop floor. The management view places considerable emphasis on keeping the workforce constantly in productivity progress should be touched with decision-makers and audited. "How can group policy. Both sides hope that the assurances on job security which were instrumental in resolving the productivity dispute will provide the right backcloth for this process of two-way adjustment.



Mr. Michael Edwardes, chairman and chief executive of the Chloride industrial and automotive batteries group.

Criminal
on Crickley

Business courses

Elements of Salary Administration, Whites Hotel, and Executive Secretaries, Holborn, September 12-16. Fee: day Inn, Swiss Cottage, London. Details from the Insti. September 19-21. Fee: Personnel Management, B.Frs 23,550. Details from the House, Upper Woburn, Management Centre Europe, London WC1H 0HX. Avenue des Arts, 4, B-1040. Finance and Accounting for Brussels (Belgium). Non-Financial Executive, Freight Transport and Distribution 12-14. Fee: £525. Sutton Course 1, B.T.S.C. Woking, Surrey, September 12-30. Fee: 6-10 Frederick Close, 6600 plus VAT. Details from the Place, London, W2. British Transport Staff College. Training for Women Supervisors, Heath Road, Woking.

Forwarding exports over red tape

BY SUE CAMERON

THE COMPLEXITIES of exchange control and customs regulations in both the U.K. and other countries can be great enough to deter prospective exporters from venturing into foreign markets at all, according to a British Institute of Management guide on the distribution of goods abroad.

The guide says that one answer to this problem—particularly for small companies and for those thinking of going into the export field for the first time—is to employ a freight forwarder. The booklet points out that freight forwarding concerns are often more familiar with a wide variety of overseas markets and their customs idiosyncrasies than any individual export company can hope to be.

It adds that freight forwarders can act as insurance agents, advise on the most economical methods of packing and cut export costs by grouping together a number of different cargoes all bound for the same destination. In addition to this, a good forwarder will employ staff who are experts on export documentation and import customs procedures. And freight forwarding concerns, unlike airlines or steamship companies, are not tied to any one mode of transport.

The advantages of using a freight forwarder are that he can offer a complete transport and distribution service, often including ancillary services such as the provision of own depots, agents, port offices, customs clearance facilities and warehousing," the guide says. "This enables him to provide safe, speedy and reliable transit of goods through one organisation only, which can quote a single through rate."

Disadvantages

Yet there can also be disadvantages in using a freight forwarder. The guide says that the main drawbacks are the lack of control which the exporter may have over his goods and the high costs that can be incurred. If an exporter fails to exercise tight control over his agent, the lack of competition may lead to the forwarder offering unfavourable rates.

The guide includes a checklist designed to help exporters select good forwarders. Companies are advised to find out about a forwarder's experience, standing, creditworthiness and capitalisation. They should also discover whether the concern has its own vehicles, what its storage conditions and methods of handling are and to what extent it sub-contracts. Rates and charges should be compared with those of other forwarders.

Pitfalls

"The pitfalls to be avoided are those when a freight forwarder is persuaded to quote entirely uneconomic rates, perhaps based on promised volumes which the exporter subsequently may not be able to offer," the guide says. "Unrealistic rates quoted and accepted tend to have a boomerang effect, as the freight forwarder may have to sub-contract and control is lost when responsibility for cargo is delegated to parties unknown to the exporter."

Distribution for Exporters: by Martin Slipp; Management Guide No. 6; British Institute of Management, Management House, Parker Street, London WC2B 5PT; £7.50 to non BIM members and £3.75 to BIM individual and company members.

SELLING TO THE JAPANESE

£150 million
Are you interested in selling to Japanese residents and tourists? It is estimated that they spent 50 million last year in London. We can help you with our latest advertising medium which can convey your message to a majority of Japanese people every day. Please contact Mr. Tazaki or Mrs. Nakamura, 492 0671.

'COMPUTERS EAT MONEY'

'Our's only eat work' say KIENZLE

Speed Invoicing, Sales/Purchase Terminal Ledgers, Payroll, Automatic Stock Control, Management Figures.

Simple on the KIENZLE 2000 Computer

Are you making a meal of your accounts? Are you late with invoicing, payments and monthly summaries? Number - increase the staff and increase the overheads, problems, more costs to nibble profits!

Have the answer over now to the Kienzle 2000 Office Computer. It's contained, desk size model eats work. It will keep and help keep you solvent. Your's could bring in your office two months from today!

Just Kienzle—around £11,000

A week on rental this Kienzle costs less than a takes no holidays, doesn't need lunch or asks, is clean, quiet, absolutely trustworthy and relations in busy during test matches. buy it's around £11,000. Very reasonable.

Systems Kienzle comes complete with your program

Le Data Systems, 224 Bath Rd., Slough SL1 4DS Tel Slough 33355 Telex 84835 KIENZL G



package. The system is developed to suit your company and is actually demonstrated to you before you place your order!

Easy to use We'll train your present staff how to push the keys and make it work.

See for yourself Visit some Kienzle users in your area. Ask questions, get answers—all without obligation.

Read the Menu! Get your teeth into our brochures, they are full of nourishing facts, ideas and seasoned experience. Call us now or send in the coupon.

ZLE Computers FOR THE OFFICE

SEND ME MORE FOOD FOR THOUGHT!
My name is _____
My position is _____
Just cut out this slip, fill in your name and position, and send it to us today! FT 36

Dictaphone

Dictaphone Company Limited is pleased to announce that they have assumed all servicing agreements for Agovox Limited dictating machines and systems.

With 50 years' experience in the dictating machine industry, branch offices throughout the U.K., and 100 service engineers, Dictaphone provide the fastest and most comprehensive dictating machine servicing in this country.

Agovox Limited dictating machine users will receive service attention within 24 hours of telephoning the nearest Dictaphone branch office.

Dictaphone Company Ltd.,
Alperton House,
Bridgewater Road,
Wembley, Middlesex HA0 1EH.
Telephone: 01-903 1477

Head Office Editorial & Advertisement Offices: BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF



President Carter's anti-proliferation ideas have had rebuffs from Dr. Owen, the Foreign Secretary, and Mr. Fraser, Australia's Premier, among others.

Middle East tactics

THE VISIT of Mr. Menahem Begin, the Israeli Prime Minister, to Washington could have gone worse. Indeed it is possible to argue that both Mr. Begin himself and President Carter behaved with considerable tactical skill.

West Bank In one sense, Mr. Begin has even taken the initiative: he has called for the resumption of the Geneva Conference on October 10.

It remains, however, that any concessions by Mr. Begin are largely tactical and that his idea of a settlement is poles apart from that of either the Arabs or President Carter.

No sudden reform of the schools

TWO IMPORTANT developments in school education have taken place during the past couple of years. In the first place, public disquiet about the quality and the practical relevance of some teaching in the schools has become more marked and vocal.

Mr. Callaghan undoubtedly bit a responsive chord when he called last October for a national debate on how the school educational system could best be reformed.

It cannot, with the best will in the world, be described as an inspiring document. Criticism and praise are so nicely balanced that both lose their force; such suggestions as are tentatively put forward give the impression of being excessively general or unoriginal.

SINCE PRESIDENT Jimmy Carter announced three months ago new proposals for reducing the risks from proliferating nuclear explosives—their acquisition by more and more nations—his ideas have been given a bumpy ride.

'Cosmetic solutions'

So where does the world stand today on proposals which if accepted could change the course of nuclear development in a quite radical way? Dr. David Owen, the Foreign Secretary, said President Carter's anti-proliferation ideas were "wide-ranging and complex and go far further than any proposed hitherto."

A few weeks ago, in an interview with Representative Mike McCormack, the Democratic member for Washington State and one of the most outspoken proponents of nuclear energy in Capitol Hill, Mr. Carter left no doubt that he was not prepared to soften his stance on proliferation—his determination to forbid the reprocessing of spent nuclear fuel and to slow down commercial development of the liquid sodium fast breeder reactor.

Since that interview, however, he has suffered a series of sharp rebuffs, both at home

and abroad. The Senate voted to keep alive the Clinch River demonstration fast breeder reactor project and the Barnwell reprocessing plant, which the President wishes to kill.

Britain has kept its bead down in the debate since the forthright statement by Dr. Owen on May 19—which delighted the French and the Germans—when he said that the Government would evaluate President Carter's proposals "with an open mind and a firm commitment to non-proliferation."

Toughening safeguards

The text of Dr. Owen's talk to the Royal Institute of International Affairs remains the "Bible" guiding officials responsible for U.K. policy on proliferation. But the main proposal in the policy which Whitehall is shaping to toughen safeguards against the spread of nuclear explosives concerns the safekeeping of plutonium.

International plutonium storage has been the subject of discussions by the Nuclear Suppliers Group at their London meetings for the past year. More recently it has been the subject of studies by the International Atomic Energy Agency; although the U.S. has done its best to discourage these studies

because, it argued, they can only be seen to legitimate plutonium when Mr. Carter wants it proscribed. But the Russians, the other major sponsors of the IAEA, have made it plain that they are in favour. They already operate international plutonium storage for the Eastern bloc in the sense that they carry out all the reprocessing for their satellite nations—and the plutonium remains in the USSR.

Electricity shortages

Another though probably more easily resolved problem will be to define precisely what is a reprocessing plant, and what therefore needs to be considered as a possible point to locate an international plutonium strongroom. There are at least ten reprocessing plants in the world already of a size that would warrant consideration. Some—namely those in the USSR and India—have never admitted an IAEA inspector.

Held in the strongroom

Once taken into the custody of the IAEA inspectors, the plutonium would remain until the strongroom's Board of governors—probably appointed by the participating nations—gave its approval for a release. The big problem with which the IAEA is wrestling at present is to define the "release criteria" or conditions which must be met to make a withdrawal.

MEN AND MATTERS

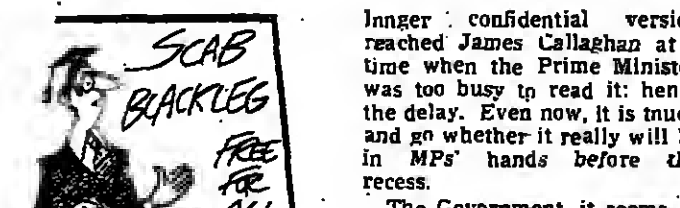
Bamboo's claim to fame

Having been tempted down to Bedford College by the prospect of viewing "the latest in solar technology," I should have been disappointed that the grandness of the claim bore little relation to the small collection of straightforward solar panels actually on show.

Washington awaits

Washington likes a new face, particularly if its owner has been considered important enough to be interviewed at length by the Washington Post's Sally Quinn. Ms. Quinn's wash-pot functions as a kind of litmus test of Washington society and by this standard Peter Jay apparently emerged rather well from his own recent ordeal by interview.

The Ramsbotham experience seems to have heightened the sense of diplomatic insecurity particularly since the latest gossip is that Sir Peter was destined for the chair irrespective of which party formed the next British government.



Now Mrs. Williams wants you prepared for working life...

cause he was dissatisfied with the role the Ambassador played during last year's negotiations with the IMF (U.S. sources claim that Sir Peter was a tough cookie in those fevered times). But at the same time Mrs. Thatcher is said to have been furious with the ex-Ambassador not so much because he reportedly once left his standing in the street outside the embassy while he was whisked away in a limousine, but because she thought he was going too far in arguing the economic cause of the Labour Government.

Diplomatic hush

Barring accidents at the printers, the report of the Central Policy Review Staff on official British representation overseas—better known as the "Think Tank" report on the Foreign Office—should be published next Friday, the last day of the present Parliamentary session. It should have been ready earlier, but the slightly

Advertisement for Gresham Trust: How can a merchant bank help a private company? Do you need to increase your overdraft or should you look for an increase in capital? GRESHAM TRUST can help. Solving problems like this is our business.

Handwritten signature or mark at the bottom of the page.

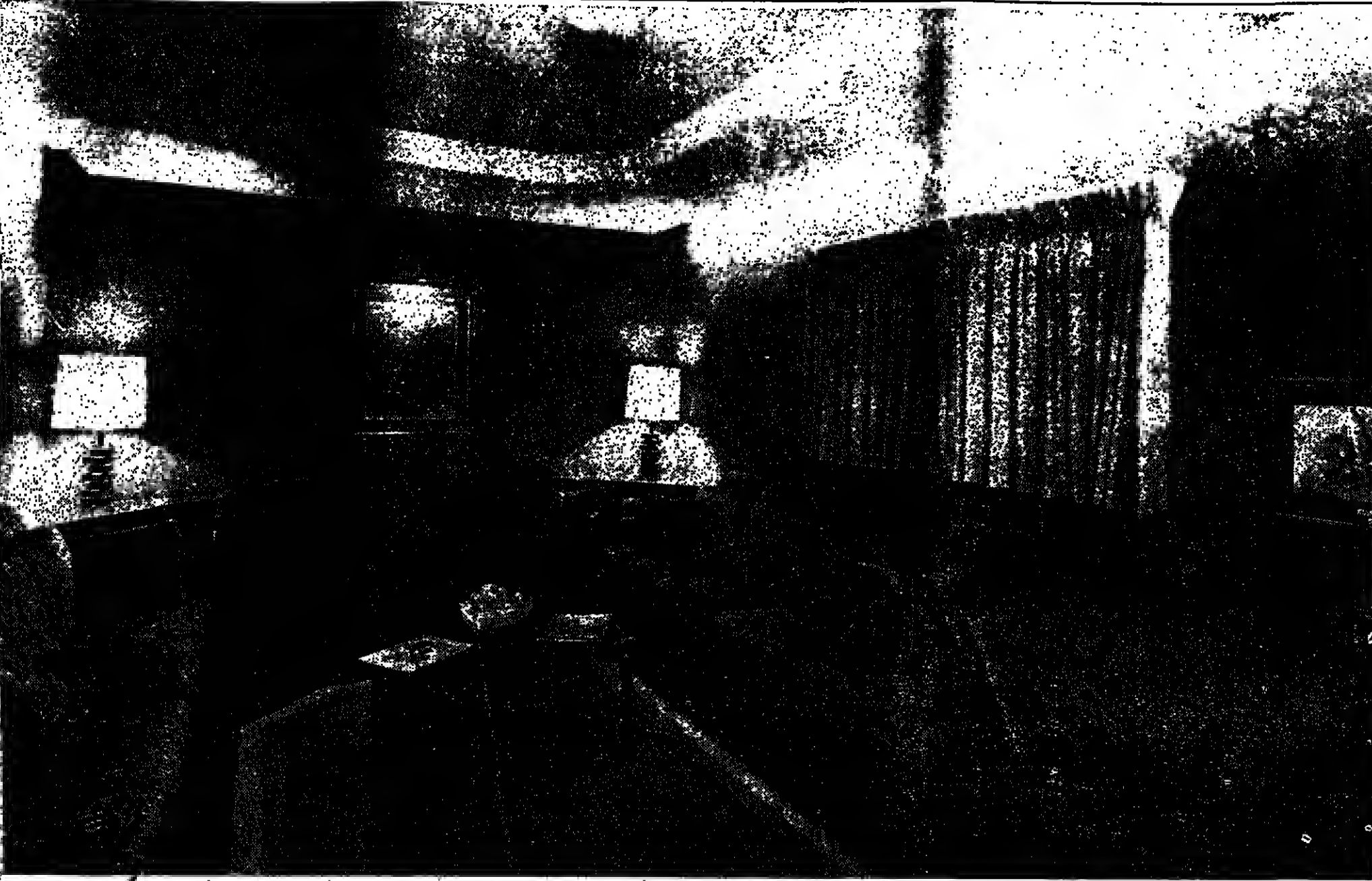
ADVERTISEMENT

Palaces to public libraries...showrooms to surgeries...construction camps to caravans...banks to blood transfusion units.

CARAVANS INTERNATIONAL

Probably the world's most versatile manufacturers of mobile accommodation

DATE: PLEASE TICK AND PASS ON



Velvet-cushioned sofas, deep pile carpeting, soft lights and quadrophonic sound, plus air-conditioning. CI's Super Caravane is an oasis of coolness in the desert heat.

Below: The vast space of the conference caravan (left) and the master bedroom of the living unit; display the same luxury standards. The floor plans are beneath.

Caravans International is a British-based multinational group. All its activities are concerned with mobile accommodation for leisure and industry, and support and component services for that accommodation.

The CI Group was formed in 1963 by the merger of Bluebird Investments, makers of mobile homes and then the only public company in the British caravan industry, and the Sprite Group, comprising Sprite Caravans, the largest-selling touring caravan manufacturer in the world, and Eccles Caravans which, founded in 1919, was the oldest still in production.

Since 1963, growth and acquisition have created a well-balanced and integrated manufacturing group operating 18 plants in eight countries. Britain has seven manufacturing and motor caravans, holiday and residential homes, components in steel and plastics, and, now, specialised commercial mobile units.

Outside Britain, CI has three factories in Western Germany, all making touring caravans from Wink—arguably the most luxurious quantity-produced range in Europe—to the low-priced Sport. Sweden and Italy each have touring caravan plants and the European CI picture is completed with a tent and caravan awning factory in Denmark.

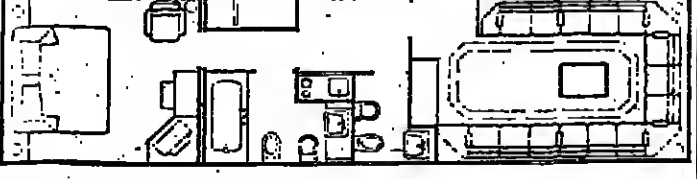
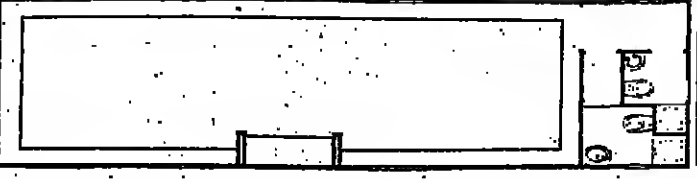
CI's European companies take the lead in exports. For example, in the first three quarters of the current financial year, exports from the British companies rose to £8,368,100, an increase of 86 per cent compared with the same months of the previous year. The German companies increased their exports by 100 per cent.

How can a merchant help a private company Palace for a Prince

In April, 1976, a supplying contractor enquired mobile accommodation suitable for a royal family and Government Minister of a Middle Eastern country to live in and hold conferences when travelled to outlying areas.

European coach as long end one-and-a-half times as wide. Between them they were asked to make as wide. Between them they can provide living, conference rooms in Geneva and entertaining facilities in with Pat Bell, Deputy rugged desert terrain far from any modern surfaced highway.

In a Middle Eastern desert, thirteen tons of mobile conference room need all the potential of the Mercedes tractor unit's six-wheel drive.



Clinic in Quetta



Out-patients at the Christian Caravan Hospital in Pakistan.

IN WEST PAKISTAN, patients were arriving at the Quetta Mission Hospital having been carried for days over mountain passes and blistering deserts by weary, dust-covered relatives. Pitiful sights like these fired the zeal of an English doctor employed there by the Bible and Medical Missionary Fellowship of London.

Already, Fellowship doctors were travelling to the sun-baked Sindh Desert each year to set up medical camps and treat thousands of cataract cases. But what was needed was a portable hospital — with operating theatre, dispensary and staff quarters. A hospital able to pack up and travel anywhere on its mercy missions.

The result of this inspiration was the ten mobile units supplied by Coventry Steel Caravans and now operating as the Christian Caravan Hospital.

The hospital comprises a clinical unit, X-ray unit, dispensary, anaesthetic unit, operating theatre, sterilising unit and kitchen. The wards are tented and arranged between the caravan bodies; for this reason the hospital caravans are mounted on skids, which brings the threshold and floor of each mobile unit virtually to ground level, so that the hospital is on one "floor". To move from place to place, the mobile wards are winched up on to close-coupled four-wheeled trailers and towed by a Land Rover.

The Coventry Steel plant at Newport Pagnell has also supplied no fewer than 35 health and dental clinics to local authorities in Britain.

...and mini palaces too



At roughly one-tenth of the price of a Super Caravane, CI also offer the Wilk Caravane—one of the finest touring caravans designed. The Caravane, just over half the length of the Super Caravane, is manufactured only to order to a specially-designed interior layout which comprises lounge/conference area, bedroom with a free-standing double bed, shower and toilet facilities and a kitchen containing full cooking amenities and refrigerator.

Air conditioning, ducted throughout the unit, makes it the ideal luxury accommodation for hot conditions. Although the very elegantly proportioned Wilk Caravane is 25 feet long it can, surprisingly, be towed by almost any standard size American car or a Range Rover. The body is mounted on a steel girder chassis with four wheels on tandem axes and fully independent suspension which gives it superb towing characteristics.

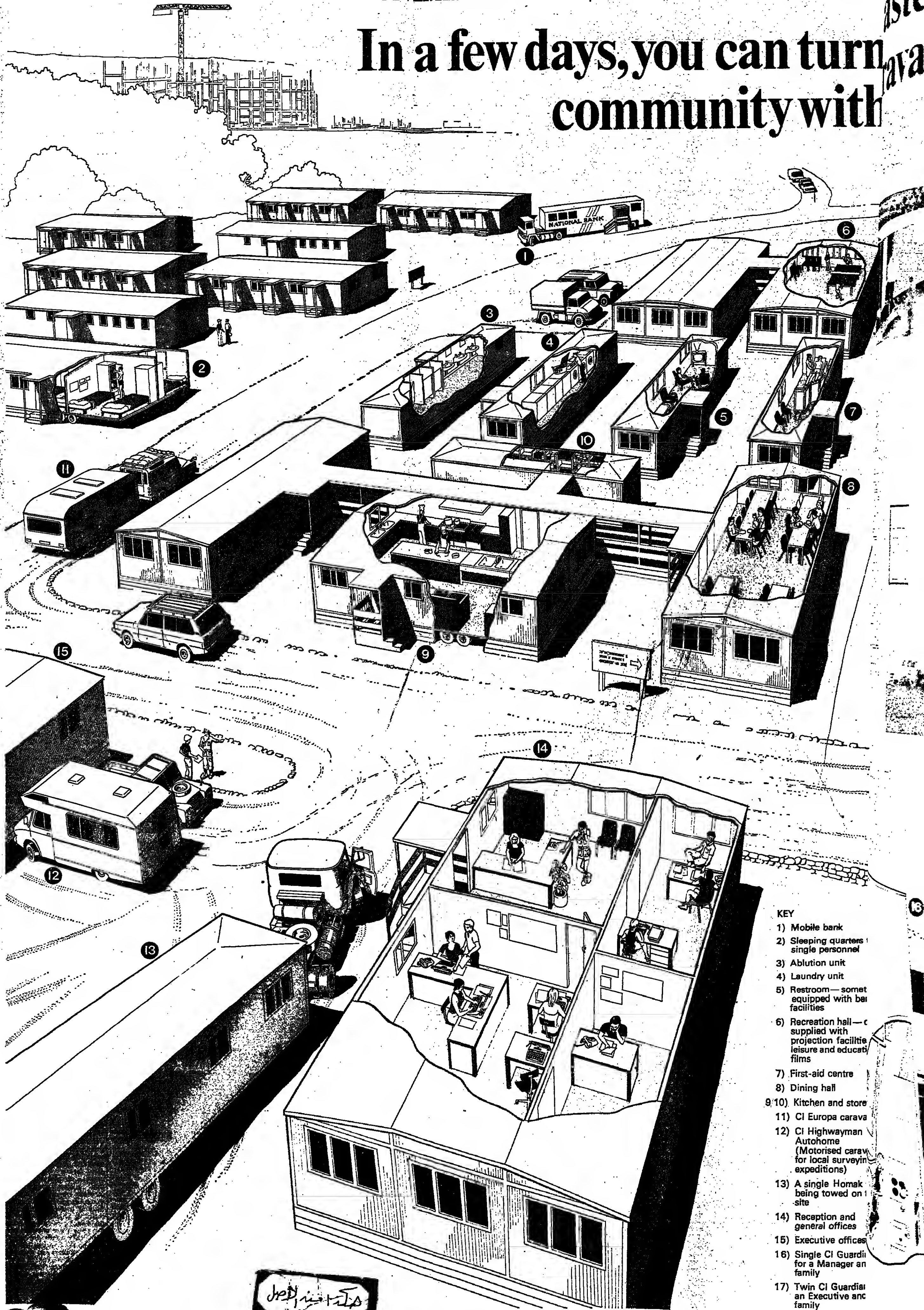
private bathroom; a sitting room with velvet upholstered sofas for 14 people, a visitors toilet end an entrance lobby with concealed kitchenette. The second caravan is devoted to a vast conference room, 38 feet long by 11 feet wide. It has two visitors cloakrooms with aircraft-type flushing toilets, wash-basins and bidets. Even with almost no furniture fitted in the conference room this unit still weighs nearly 13 tons.

One of the major problems was the heat, since at searing desert temperatures the air-conditioning needs all the help it can get. One-and-a-half inch cavity walls solved some of the problems, but CI also used a special solar-resistant paint developed by NASA for moon rocket projects and the effect was to reduce the temperature inside the units by as much as 15 per cent. Competitive designs from other manufacturers had placed the water tank on the roof of the units, but CI soon discovered that this could have the effect of heating stored water up to 140deg.C. By installing the tanks under the floor, the water temperature was kept as low as possible and this also lowered the centre of gravity. The air-conditioning unit too was kept at floor level, since to keep it above the ceiling would mean a climb of 20 feet to maintain or repair it.



ADVERTISEMENT

In a few days, you can turn a waste area into a community with



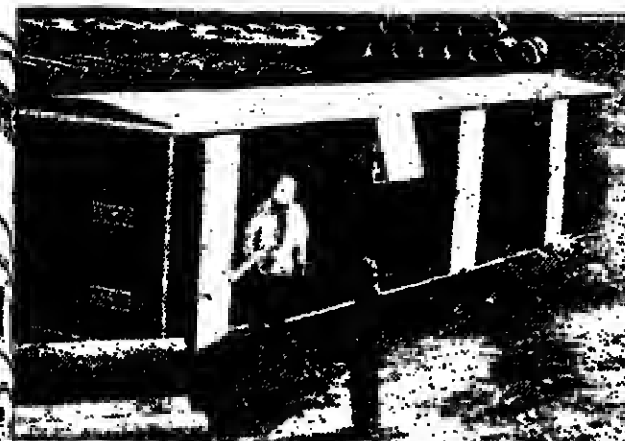
- KEY**
- 1) Mobile bank
 - 2) Sleeping quarters - single personnel
 - 3) Ablution unit
 - 4) Laundry unit
 - 5) Restroom - some equipped with bar facilities
 - 6) Recreation hall - supplied with projection facilities, leisure and educational films
 - 7) First-aid centre
 - 8) Dining hall
 - 9, 10) Kitchen and store
 - 11) CI Europa carava
 - 12) CI Highwayman Autohome (Motorised caravans for local surveying expeditions)
 - 13) A single Homak being towed on site
 - 14) Reception and general offices
 - 15) Executive offices
 - 16) Single CI Guardia for a Manager and family
 - 17) Twin CI Guardia for an Executive and family

Handwritten signature or logo in a box at the bottom center of the illustration.

u can't
unity

wasteland into a thriving Caravans International

Industrial revolution is sweeping the world. New projects are being launched with an exciting variety. Wherever national economies are expanding, roads, mines, dams, bridges, railways and cities are being created—often in the wilderness. And the men involved must be housed, fed and clothed. Any of these projects draws on industry from thousands of miles away and the key to success is to get the men working on the project. Imported and local workers will be living and working far from the nearest town for months—maybe years—at a time.



Homak sleeping/ablution unit on site.

is the nature of these projects that no housing of any sort may be available for project engineers, let alone hundreds of men likely to be employed. Any hotels or hostels available are likely to be prohibitively expensive and far from the site. Being on their own wheels, CI units are fully mobile and do not need the separate transporters and heavy cranes which inevitably accompany the rigid transportable building system. Even the largest of CI's accommodation units can be easily towed and shipped on arrival overseas, they can be taken direct to the site. In undeveloped areas this can save lengthy delays organizing and waiting for loaders, transport and trucks.

Accommodation of this sort is delivered ready for occupation and is of moving onwards with development or stage project. Housing and accommodation must be available on a basis, with low maintenance and no hidden extras. Choices are open to contractors: mobile units, rigid transportable buildings, or fully mobile accommodation.

are their merits? With knocked-down units, CI mobile units are completely self-contained. They have all furniture, appliances, and off-loading cranes established on barren ground. In the hitherto unpopulated site, they can be set up and go. Time wasted in pouring concrete and leveling ground is avoided. The load-carrying capacity of a single yard of concrete foundation is a spin-off benefit. This is a double saving in the generally expensive office equipment and materials. No foundations, domestic stores can often be needed and even stowed inside before shipment. The units can be sited on or when subsequent site moves occur. The essence of CI's experience is the combination of mobility with accommodation. Inevitably, therefore, a lower ex-works price is achieved for road, and off-road, movement.

they can be expected to withstand the kind of stresses which could endanger the structure of rigid units designed to stand on level in a primarily static role.

What does CI offer to achieve this? With eighteen factories in eight countries devoted exclusively to producing accommodation and accessories for mobility, CI can house an entire construction camp or the lone surveyor trekking far from his base for days or weeks on end. Even for the loner in hostile desert conditions, the level of comfort provided is conducive to the good morale which matters in such conditions.

For individuals and small groups, or any staff moving every few days, a wide range of trailer caravans or motor caravans is available, of the type described elsewhere on this page and overseas. Air conditioning, central heating, sanitation, hot and cold showers can be provided to suit local operating conditions.

The scope of CI's larger production units in accommodating an industrial township is shown by the impression on these pages of a construction camp.

its whole area. The layout is based on a series of twelve modules—in fact 11 different modules with internal dimensions of 2.37 x 2.43m., and one double module of 2.37 x 4.90m.

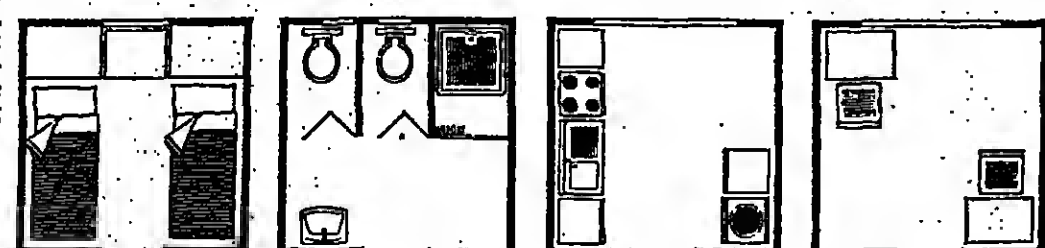


Quantity production spells economy.

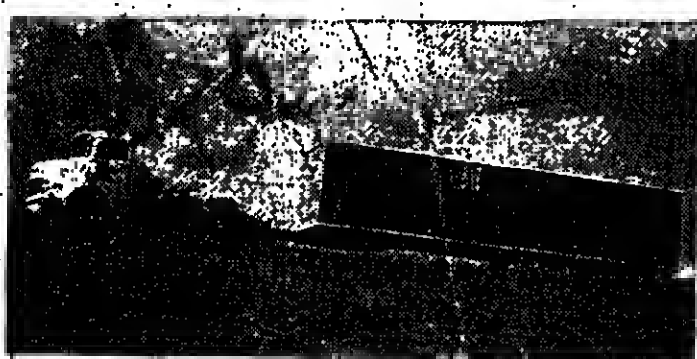
Any combination of these rooms and recreation hall, for instance, is based on three modules can be ordered to make up a 10m length.

Floor plans of the single or twin bedrooms complete with mattresses and pillows, a fully fitted kitchen, a two-person toilet, or a store. A central laundry can be housed in a single-width Homak.

The single Guardian shown as one of the executive houses is higher than a single Homak: length is 13.5m and width 3.2m. Inside there are two bedrooms, bathroom, kitchen and dining room. Furniture arrangements in the lounge are to customer's choice. The twin-unit Guardian comprises an area of 9.4 x 6.4m. The standard floor plan gives two double bedrooms, the usual double module provides two services and a large L-shaped shared shower, w/c and vanity window.



Four of the dozen Homak interior modules. L-r: twin bedroom, shower and w/c, kitchen, office. Below: Homak on the move.



Train delivery for Wilk construction camp units.

A construction camp of a different kind is housed in draughtsman's and administrative offices, and the remainder type used for the Wilk Caravan luxury model shown on the front page of this feature. CI's German company supplied 33 of the specially-fitted twin and shower, air-conditioning, axle caravans in 1976 to a refrigerator and cooker. The Greek construction company value of the original order was for projects in Saudi Arabia; DM 1 million.

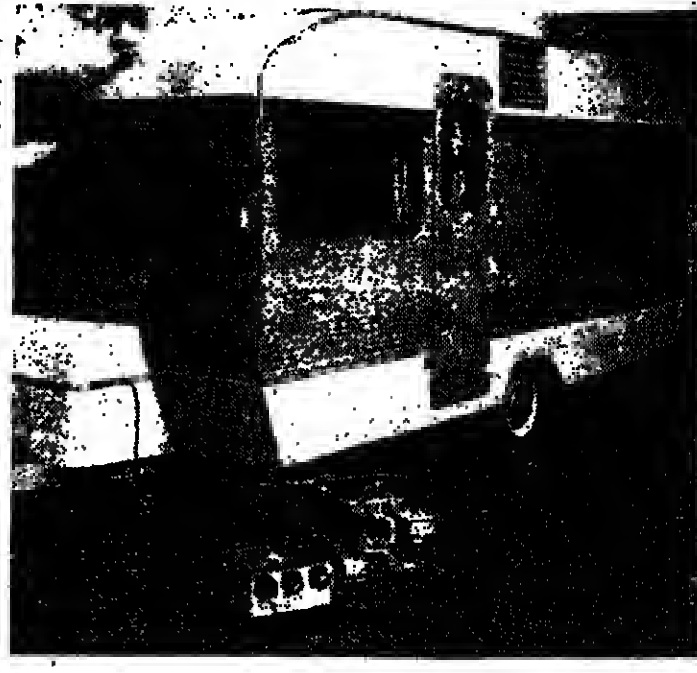
The wide choice of industrial living and working accommodation offered by the CI Group represents the most economical and practical mobile housing to be found anywhere in the world.



Above: Air conditioner operates out of the way over wardrobe; lifts down to floor for travelling. Below: Portable generator running a cable-length away gives peace to occupants.

Custom-built for Climate

HOW DO YOU BUILD mobile structures that may well end up in the Antarctic or the Equator? The first requirement is to ensure that the outside temperature remains outside. Insulation is of vital importance in every climate, and CI have pioneered a method of insulating caravans that still remains ahead of any rival techniques used in Britain. The aluminium outer skin and plywood inner panels are assembled on a timber frame, holes are drilled in the frame and the complete unit is then placed in a heated press. Special high-density polyurethane foam is injected into the cavity and with controlled curing it then becomes a complete rigid panel bonded strongly to both skins. This process not only makes the panels stronger and more rigid, it means that the body insulation is nearly twice as efficient as 11 inch cavity brickwork. Floors too, receive the same treatment and all windows are double glazed.

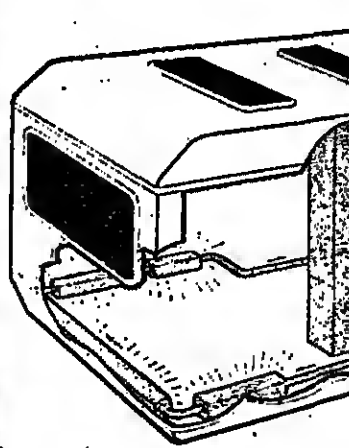


Cooling

Air-conditioning a large, occasionally-moved unit like a mobile home is no problem. But for the lighter, high-speed touring caravans used in field work, a special approach is needed, hat the 8000 BTU unit used is so

fitting that it neither upsets the stability of the caravan nor gets in the way on site; no distance, with 50 feet of connectable window space is ing supplied. For occupied to operate the conditioner.

The generating sets which supply power when mains current is not available have been specially made to CI specification. Instead of being mounted on the caravan drawing a special approach is needed, hat the 8000 BTU unit used is so

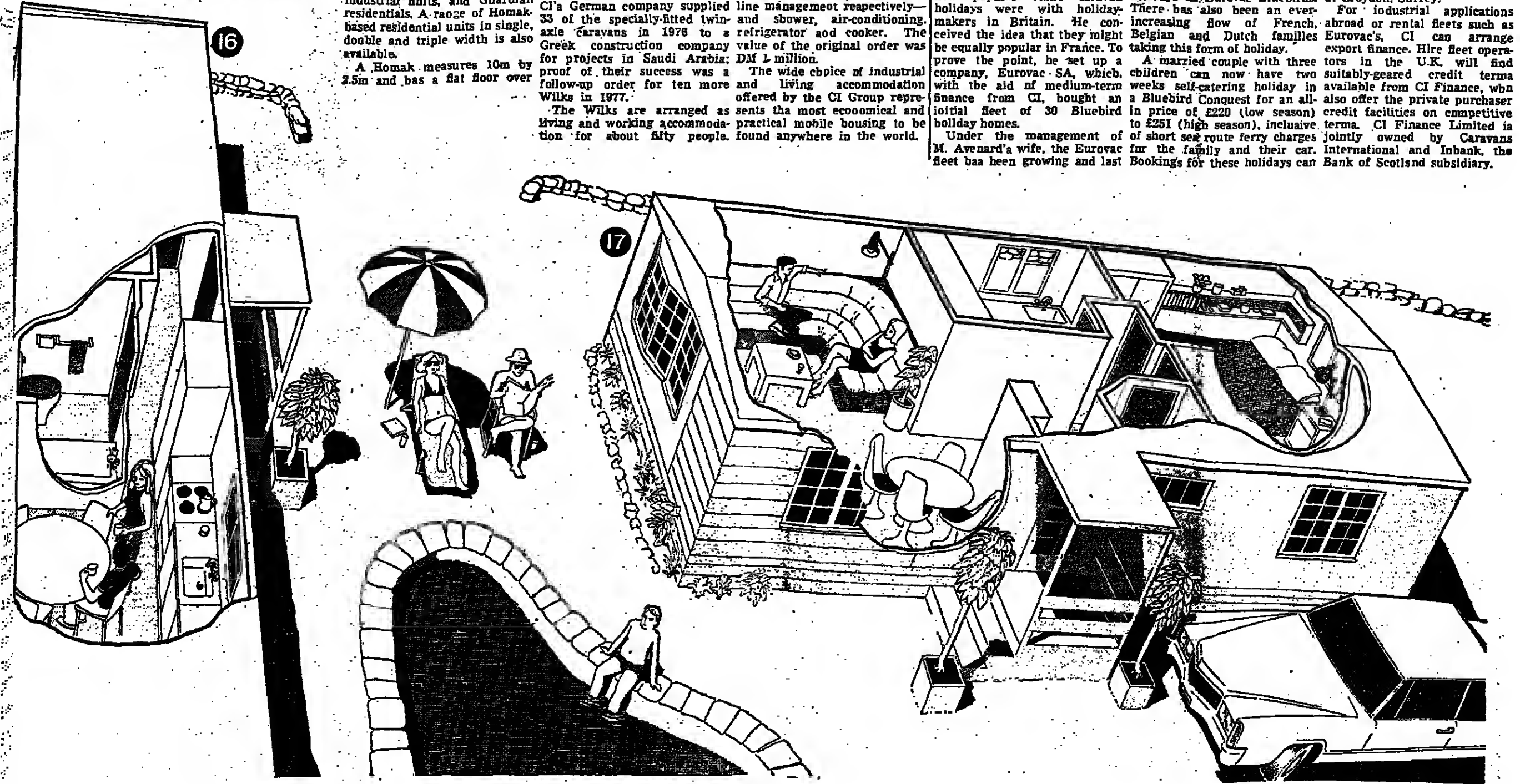


heating in a caravan seems almost incredible, but CI fit a fluid-filled radiator system to their five-berth Europa 530 on the U.K. market; for export, all Europas have radiator central heating. Heated by a gas-burner and thermostatically controlled, it provides a circuit of radiators that ring the whole interior of the caravan. Even the wardrobe is heated. Made originally for the Scandinavian market, the Europa 530 is getting a very warm welcome in every cold country in the world.

CI will finance one caravan or a whole construction camp

Christian Avenard, of Finistere, Brittany, noticed four years ago how popular static caravan holidays were with holiday-makers in Britain. He conceived the idea that they might be equally popular in France. To prove the point, he set up a company, Eurovac SA, which, with the aid of medium-term finance from CI, bought an initial fleet of 30 Bluebird holiday homes.

year some 300 British families went to Brittany to enjoy their holidays at Eurovac Bluebirds. There has also been an ever-increasing flow of French, Belgian and Dutch families taking this form of holiday. A married couple with three children can now have two weeks self-catering holiday in a Bluebird Conquest for an all-inclusive price of £220 (low season) to £251 (high season), inclusive of short sea route ferry charges for the family and their car. Bookings for these holidays can be arranged for British residents through Eurovac Limited at Croydon, Surrey. For industrial applications export finance. Hire fleet operators in the U.K. will find suitable credit terms available from CI Finance, who also offer the private purchaser credit facilities on competitive terms. CI Finance Limited is jointly owned by Caravans International and Inbank, the Bank of Scotland subsidiary.



ADVERTISEMENT



Europe in the leisure age

The sixty-hour working week is gone for ever. Western Europe is in the leisure age now. Unfortunately inflation and shorter working weeks have put the price of traditional leisure-time accommodation out of the reach of most married couples, especially those with children. Because service is probably the most expensive component in the cost of a holiday, families must look to holidays that do not include service. And it is in the field of self-service holidays that the caravan—in all its forms—comes into its own. In each area of caravan holidays, CI has a prominent interest.

caravan market. In this context, it is interesting to note that CI is the only significant exporter of motor caravans in Europe.

CI expects to earn nearly £2 million in the coming year from the export of motor caravan bodies for mounting on vehicle chassis in France, Germany, Italy, Belgium, Luxembourg, the Netherlands and Switzerland.

Without doubt, the English weekend is now spreading further afield. New markets are emerging for CI in such countries as Iran, Iraq, Venezuela, Nigeria, Saudi Arabia, Qatar and Oman.

Holiday Homes

The most spectacular holiday bargain on the market is the static holiday home, exemplified by Bluebird. A holiday on a coastal site in the South West of England can be taken in a comfortable Bluebird holiday caravan for as little as £14 per week for a family of five—less than £3 per week per person. Although a low-season rate at a simple level of facilities, the caravan would be lit by electric light and be connected to mains water services at the price.

For a holiday on a site with more lavish attractions, a six-berth luxury Bluebird could range between £24 to £50 per week according to season.

Outright ownership is also attractive as more and more people realise that they can buy even the top of the range Bluebird—Champion, a 30 ft. 6/8 berth holiday home, for the cost of the average family car. All Bluebirds come complete with furniture, curtains, carpets, mattresses, light fittings and fully-equipped kitchen.

No wonder that there are now more than 350,000 static holiday caravans in use in Britain and that each year more than 500,000 people take their holidays in them.

The latest available BTA statistics (for 1975) show that caravaning is the most popular paid-for type of accommodation for British holiday makers.



Bluebirds on a holiday park run by Uptonspur, a Guinness co.

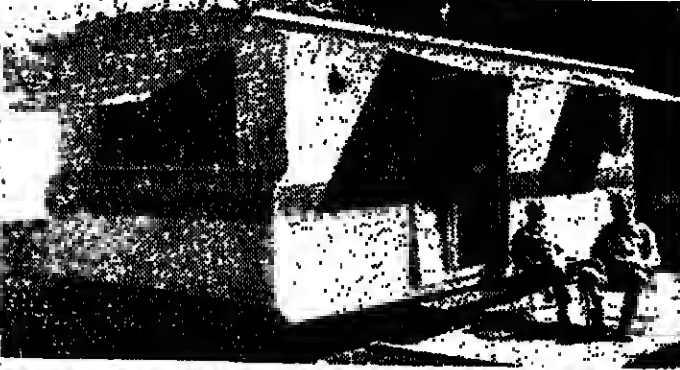
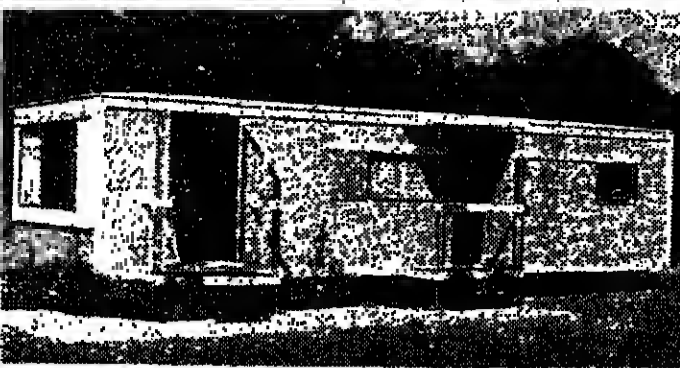
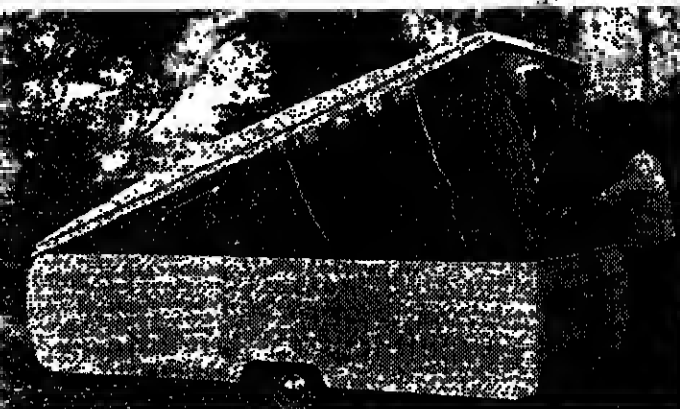
CI house holiday campers for Butlin

IT WILL COME as no surprise to even the most affluent that money is becoming progressively harder to come by—easier to spend. The results manifest themselves in every area of commerce, and not least in the holiday sphere.

Overseas package tour operators are feeling a draught. At home, the last-published BTA statistics, for 1975, show an alarming rise in the number of British holiday makers finding accommodation with friends or relatives: almost half of all UK holiday holiday makers took this kind of "free holiday". By contrast, the largest single category of paid-for holiday accommodation was in fixed caravans, nicely exceeding licensed hotels and very comfortably exceeding unlicensed hotels and boarding houses.

Trends like this are slow to filter through but, when they do, the more enterprising take note and act upon the findings. Butlins began to establish themselves as providers of self-catering holiday accommodation in 1968 and now have five sites in Cornwall and one in Devon already boasting 50,000 guests.

Known as FreshFields Holidays—to distinguish them from the more widely known Butlin camps—these centres provide accommodation ranging from chalets and apartments to



From top: Sprite Musketeer, the world's best known caravan outline. Hardtop Sprite camper comes from New Zealand. Although spacious and sunny, Bluebird Champion costs roughly the same as a Cortina. Most luxurious of the CI Autohome range is Ford Travelhome, seen here in Turkey. Albatross is CI's Australian holiday home.

Trailer Caravans

In the United Kingdom, CI's touring caravan prices start as low as £940. Assuming an invoice rounded off at £1,000, this can be paid off over three years with a deposit of £200 and the balance at £7.36 per week. Thanks to the long life of a modern touring caravan—first-time buyers frequently wait seven to ten years before changing their model—the cost represents a remarkable investment in family holidays for the future. Looked at in terms of outright purchase for cash, a trailer caravan represents the cost of a family's package tour abroad for little more than two years.

Cautious novices can start by hiring. For the most popular caravan of all, the 12 ft. 6 in. four-berth Sprite Alpine, a typical rental rate is from £27 a week in low season to £49 in high season. For four people that must be a bargain.

With economies like that, no wonder that touring caravan sales are growing. Over the

TIP OF THE ICEBERG: The Caravan Club, oldest and biggest of the several caravaning clubs in Britain, boasts an annual growth rate of "full" members (i.e. each with a caravan) of approximately 20,000 for each of the last seven years except 1975.

1970	87,500
1971	103,400
1972	121,200
1973	143,500
1974	162,100
1975	160,700
1976	180,300

Figures taken in August each year, when wastage and recruitment fluctuations have settled down.

BRITISH HOLIDAYS '75

ACCOMMODATION	
Licensed hotel	12%
Unlicensed hotel or guest house	12%
Holiday camp	5%
Camping	5%
Toried caravan	6%
Fixed caravan	14%
Rented flat	2%
Other rented	4%
Private guest	7%
With friend or relative	45%
Second home	1%
Other or transport	2%

Holiday trips of 5 nights or less: 27 million. Holiday trips of 4 or more nights: 44 million.
Source: BTA British Home Tourist Survey 1977

last ten years touring caravan sales in Britain have almost doubled, from some 22,000 units to nearly 40,000 units a year. In Western Europe, annual sales of touring caravans have doubled in the same period: from 120,000 tourists to over 250,000 a year.

Motor Caravans

The self-propelled motor caravan has instant appeal and the more spacious coach-built models with a bedroom over the driving cab are especially popular. Small wonder that there are more CI motor caravans available in hire fleets than any other make.

A family of four can take a spring or autumn holiday in a CI Trailblazer, on say, a Ford Transit base, for £80 or £90 a

week. To hire a Ford Cortina motorcaravan at the same period would cost £52 a week, and so the motor caravan is providing complete accommodation for four people for between £28 and £38 a week—only £7 to £10 a head.

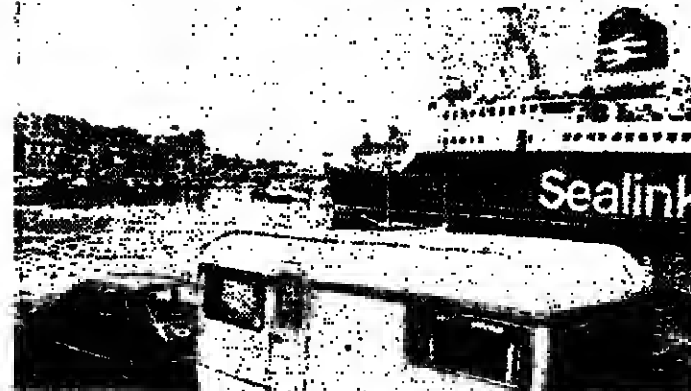
This form of travel-plus accommodation is very popular with visitors to Britain, especially Americans, Austrians and Scandinavians. Many of the long-distance visitors stay for months: for more than three months, a sale-and-buy-back deal becomes attractive.

So far as Western Europe is concerned, the motor caravan had its birthplace in Britain but the type has now spread across the Channel. On the Continent, motor caravans are the fastest growing sector of the overall

Rental is big



Above: Ford Transit Motorhome is the most popular rental vehicle. Below: CI Europa leaves Sealink ferry.



CI Caravans are the natural choice for cross-Channel giant Sealink Ferries when it comes to rental fleets for their motorist passengers. Thousands of British holiday-makers will this year caravan abroad thanks to hire schemes booked as a package with the ferry operator.

The Sealink fleet, based at Ostend and Boulogne, is operated for the shipping line by United British Caravans, a major CI distributor. The all-Sprite hire fleet is expected to accommodate about 5,000 British holiday-makers in the current season.

CI's range of motor caravans, produced by CI Autohomes on Ford, Leyland and other chassis are responsible for considerable foreign, currency earnings, especially dollars. About 1,000 CI Autohomes units are in U.K.-based rental fleets and Iain Macpherson, Managing Director of CI Autohomes, forecasts that 16,000 overseas visitors will holiday here in rented CI Autohomes this year.

United British Caravans, the Sealink caravans fleet operators, expect several hundred visitors, many from U.S.A. and Norway, to use their British-based touring caravan hire fleet. A Surrey-based operator, Caravan Abroad Limited, offers CI-made units in Johannesburg, South Africa, and Wellington, New Zealand, as well as the U.K.

Caravans International world-wide



If you are interested in mobile housing for any project in any part of the world, please contact Patrick H. Bell, Deputy Managing Director (Commercial) of the CI Group at their U.K. headquarters in Saffron Walden, Essex. Development proposals for leisure developments will also be discussed in complete confidence.

GREAT BRITAIN
Caravans International Limited
Emson Close, Saffron Walden
Essex CB10 1HW
Telephone: (0799) 27321
Telex: 81214

WEST GERMANY
CI Caravans Wilk GmbH
6350 Bad Kreuznach
Bosenheimer Strasse 280
Postfach 349
Telephone: (0671) 63021
Telex: (1803) 42710

DENMARK
CI Danmark A/S
Mollegaede 8, 8640 Lunderskov
Telephone: (115) 585255
Telex: (18063) 50556

NORWAY
CI Norge A/S
Postboks 92
3051 Mjondalen
Telephone: (02) 827490
Telex: (18025) 18193

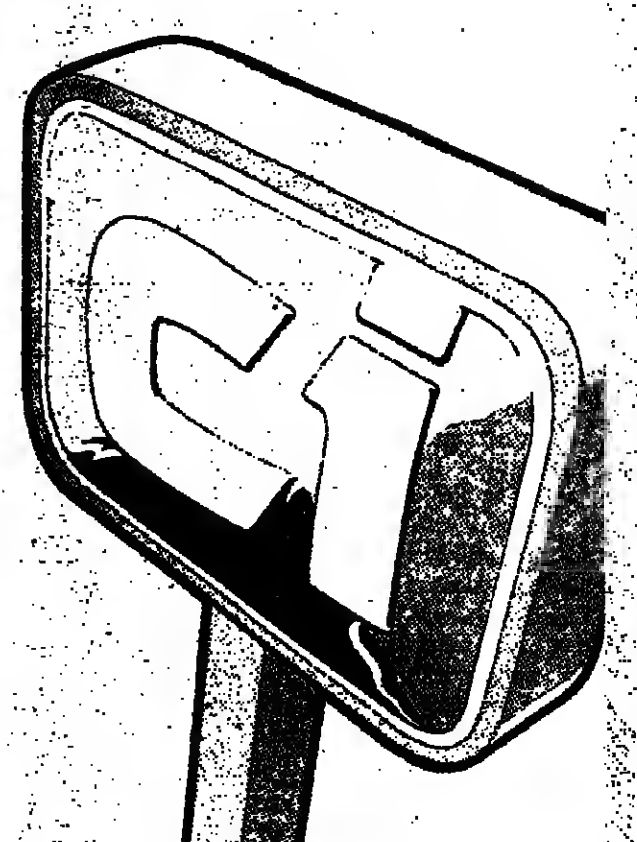
SWEDEN
CI Sverige AB
Fack. 365 01 Astorp
Telephone: 042 595 30
Telex: (18024) 72607

ITALY
CI Italia Spa
Via Merano 8-10
20039 Varedo, Milano
Telephone: (0362) 581381/82/83
Telex: 32120

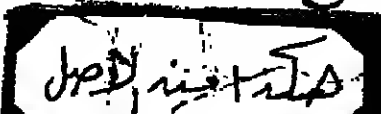
REPUBLIC OF SOUTH AFRICA
CI South Africa (Pty) Ltd
PO Box 137
Pinetown 3600
Telephone: Durban 720621
Telex: 65148 SA

NEW ZEALAND
CI (Munro) Ltd
PO Box 120, Main North Road
Otorohanga
Telephone: Otorohanga 7089
Telex: 1807 74 21170

AUSTRALIA
Albatross Industries Pty Ltd
PO Box 27
Macksville N.S.W. 2447
Telephone: (065) 68 1256



CI have some great names behind them



TO-DAY

Labour sails into the summer haven

... survive? ... course, ... have to be ... aftermath of ... past week, it ... The re- ... government's ... ing but not ... ed, the more ... hole rickety ... more one is ... 's money on ... nging on till ... ill to survive ... sign of the ... 'arliamentary ... king. The ... dently has no ... his losses— ... particularly ... this moment ... determined ... ee, to go on ... eeted or he ... an election ... ntre of the ... of signs of ... d the Left, ... is still not ... pt the his- ... iving let in

Situation and Practice Sorry ... "It is easy to construct a scenario in which large-scale ... in say, the private sector of the car industry spark off a chain reaction leading to confrontation in the public sector ... with dustmen or doctors, for instance—es well as massive claims all over the shop. But the Liberal position itself is not as simple as it looks. ... First, as the last few weeks have proved, there is still a majority of Liberal MPs in vulnerable seats who do not want to go down the plough. ... Second, although the Liberals are obviously going to leave themselves free to desert the pact at very short notice, it is not going to be easy to devise sensible criteria for determining when the Government's control of the wage explosion has been finally broken. The Party would look very foolish if it jumped overboard on the basis of one settlement, unless it was an absolutely outrageous one; and therefore even on the worst assumptions, time would have to elapse before a cumulative impression of failure had been established. ... Finally it is by no means impossible that the Government's new package on devolution (to be unveiled next week) will be sufficiently radical to bring the Scottish Nationalists back into the Labour camp for a while. ... In that case the Liberals might have to face the humiliating possibility of blowing the whistle and finding that the game went on as before. ... All this leaves out of account the element of the unexpected which usually rules politics in the end—particularly when the margins are as fine as they now are. Disease, death, "malice domestic, foreign levy" and a thousand other shocks could upset everything. But on the whole the Government looks like retiring in the comparative safety of the summer recess in better shape than it could have dared, a few months back, to hope.

Play for time Again, there seems to be for the moment a general disposition to give the Government a chance to play for time. The well-known device of an interim settlement plus an inquiry is more than usually attractive in this situation if one believes that prices are bound to level off during the winter, but it requires some cooperation from the unions to go along with it. In the present mood they might be inclined to do so. ... The third problem for the Government—that of the Liberals—cannot, of course, be kept at bay if union restraint in the Economic ...

... to notify their companies, and thereby their co-directors, of share transactions which are required to be recorded in a separate register open for inspection, and in addition the companies are under obligation to notify the Stock Exchange of such transactions. ... It should be quite sufficient, if following the notification of a transaction of a stated magnitude and a subsequent disclosure of special circumstances which could have prompted the sale, the director concerned was obliged to account for his reasons for sale, and if those reasons were in some way penalised. ... And therein is the rub—whatever the code, how does the Stock Exchange or the CBI propose to deal with an offender—surely not by penalising the company and its shareholders by suspending dealings?

Directors' share deals From Mr. S. W. Penwill. ... The planned code of conduct referred to in your issue of July 13, 1977, appears to be ill-conceived as it presupposes that the directors of listed companies, or the executive directors at least, are only aware of special situations affecting their companies in the two months immediately prior to the publication of accounts. ... Most companies of any standing would have a sufficiently sophisticated system of accounts to provide management, if not weekly, then monthly, with a reasonably accurate statement of the company's condition, and it must be assumed that directors at all times have information not publicly known. ... It is argued in many quarters that directors do not hold sufficient shares in their own companies and thereby exhibit a lack of faith, but legislation such as envisaged may well be providing a director from holding more than the minimum provided by the Articles of Association. No law can forbid a person to do anything—it can only provide for penalties for breach. ... Directors are already obliged

Clamour for change From the prospective Conservative Parliamentary candidate for Hemsworth. ... Sir, David Watt's article about Margaret Thatcher (July 15) was based on two premises, both of which in my view were false. ... He said that in Britain to-day one cannot make any fundamental change in the course of events. It is this mistaken belief which has been generally held by both Conservatives and Socialists since 1945, that is the reason for the continual decline in our nation since the war. The wrong must and can be made, but it will take someone with the courage and vision of Margaret Thatcher to effect it. ... David Watt concluded that normal voters would take fright at the prospect of any such change. Throughout the country in public clubs and wherever people meet together one hears the exact opposite. Normal voters are clamouring for less taxation, less interference by the State in their affairs and less political involvement by the trade unions. Above all else they are looking for a Government which will actually govern and a leader who can lead the nation out of its present malaise. ... Margaret Thatcher has assessed the mood of the country exactly. She would not let the comments of cynical political observers discourage her from demonstrating more often her genuine passion for the re-birth of our country. ... The Old Rectory, Badsworth, Pontefract.

Recruitment on the campus From Messrs. D. Jowett and A. Selwyn. ... Sir,—We read with interest Michael Dixon's article (July 14) on a recruitment charter. ... We would like to point out that there has been in existence a code of practice dealing with campus recruitment for the past six years. This is a tripartite agreement between SCOEG (Standing Conference of Employers of Graduates), SCUAS (Standing Conference of University Appointments Services) and NUS (National Union of Students) and while not hindering, there has been evidence to suggest that over this period some of the problems that can arise from the recruitment process have been ironed out. ... There is one notable exception which is that of students "renewed" on an offer that they have already accepted. The reasons for this tend to be that following publication of degree results they have been granted an opportunity to continue with academic life or, less agreeably, they have accepted an offer of an alternative position. ... A copy of this code has been circulated to all member organisations and to all careers advisory officers at universities and polytechnics. This could be made a useful starting point from which to compile such a charter as Mr. Dixon envisages. ... A. W. Selwyn, SCUAS code of practice subcommittee, D. C. P. R. Jowett, chairman, SCOEG, Dover House, Chertsey, Surrey.

Standards and qualifications of teachers ... provided that a modicum of work has been done. Most external examiners do what the college or university lecturer wants, and it is the latter who has set the examination questions and done the marking. ... The question of a student's suitability for the teaching profession from the point of view of morals and personal integrity is often ignored completely. ... There must be a more sen-

Inflation and wage earners From the Director, The Tory Phoenix Group. ... Sir,—David Watt (July 15) surely misjudges Mrs. Thatcher's belief that union created wage inflation is an attack on wage earners as such, and not on government, when he says it is moonshine. ... In the long run any union with the power of the National Union of Mineworkers can bring down a Government in a democratic society if it is sufficiently bloody-minded to do so. Governments can only govern generally with the consent of the people they are governing. ... Mrs. Thatcher is simply pointing out fairly obvious facts when she says that wage inflation hurts wage earners. If the unions themselves cannot see this elementary point then we can look forward, along with Mr. Watt, to everlasting and prolonged wage inflation. ... Tim Stroud, The Tory Phoenix Group, 10, Colchester Mansions, 223, Old Brompton Road, S.W.5.



Mr. Len Murray: the TUC's apologetic note.

... that the Labour Party was well on the way to Communism. ... I could not have been more mistaken. Hardly a single correspondent sprang to the defence of Mrs. Thatcher's economic prescriptions or even her underlying philosophy. ... In order to dispel any misunderstanding about my views on this subject let me try to recapitulate in a few summary paragraphs the detailed argument of many articles of the past two or three years. ... What has been so intriguing has been the point on which Mrs. Thatcher's defenders have chosen to dupe. I had thought that I should certainly be attacked for challenging what I regarded as the oversimplifications of Mrs. Thatcher's economic credo or the ideas (as I viewed them) in her ideas about Freedom. ... Towards the end of the 1964 Labour Government this balance was upset first by a shift in the complexion of the trades unions

... and second by the emergence of the Common Market issue which united the centre and Left of the party against the Right. ... Executive of the party, while at grass-roots level the solid centre of party membership tended to stay at home leaving the field open for the left-wing activists. ... This was enough to justify all this and defensive action but it did not, and does not, justify an exaggeration. There are many countervailing factors to be taken into account: ... Sir Harold Wilson and the Labour Centre allowed themselves to be frightened in the early 1970s into endorsing the left-wing programme. ... In order to dispel any misunderstanding about my views on this subject let me try to recapitulate in a few summary paragraphs the detailed argument of many articles of the past two or three years. ... What has been so intriguing has been the point on which Mrs. Thatcher's defenders have chosen to dupe. ... Towards the end of the 1964 Labour Government this balance was upset first by a shift in the complexion of the trades unions

Countervailing ... This was enough to justify all this and defensive action but it did not, and does not, justify an exaggeration. There are many countervailing factors to be taken into account: ... Sir Harold Wilson and the Labour Centre allowed themselves to be frightened in the early 1970s into endorsing the left-wing programme. ... In order to dispel any misunderstanding about my views on this subject let me try to recapitulate in a few summary paragraphs the detailed argument of many articles of the past two or three years. ... What has been so intriguing has been the point on which Mrs. Thatcher's defenders have chosen to dupe. ... Towards the end of the 1964 Labour Government this balance was upset first by a shift in the complexion of the trades unions

... Where domestic party issues are concerned, the Left has won, but where national issues are concerned, the Left has either withdrawn or been successfully ignored by the majority in Cabinet. ... The problems of Trotskyism in constituency parties remains, but my impression from talking to individual MPs is that it is being successfully and increasingly combated by a "moderate" counterattack. ... The Tribune Group in Parliament is stronger numerically than the Bevanites used to be in the 1950s; but it is much less closely knit and effective—and, for that matter, many of its members are far less radical. ... The notion that the Prime Minister is increasingly dependent upon it simply does not bear examination. It is his prisoner, until the election, and has far less influence on policy than the Liberal Party. ... It will be seen from this catalogue that the situation, though more precarious than in the 50s and 60s, is not as precarious as it was and that if there is a danger, it lies less with the Trotskyists in the constituency parties than the Communists in the trade unions, exerting influence at second hand. The progress of the latter needs to be carefully monitored, but the danger is not, at present, very acute and the future course of events will depend as much upon the success of the economy under a Conservative government as on anything else. ... The idea of an inevitable progression from social democracy to socialism to totalitarian Communism has been a staple of Conservative propaganda in tight corners ever since 1923. It was an exaggeration then and it is an exaggeration now

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

Letters to the Editor ... steel ... CI house ... campers ...

To-day's Events

Mr. Roy Jenkins, president, European EEC Commission, on official visit to London, meets Dr. David Owen, Foreign Secretary. Dr. Owen later leaves for Washington to discuss next stage of Anglo-American initiative on Rhodesia with Mr. Cyrus Vance, U.S. Secretary of State. ... "Solidarity" demonstration expected in support of Grunwick pickets, Willesden, N.W. London. ... Meeting continues in Geneva on proposals for stabilising world price of oil. ... TUC printing industries committee meets to consider degree of support for journalists on strike at Darlington in NUJ post-union closed shop dispute. ... UN Sugar Conference continues, London. ... Last day of City Jubilee Fete, Guildhall Yard, E.C.3, noon to 2 p.m. ... PARLIAMENTARY BUSINESS ... House of Commons: Patents Bill (Lords) and Administration of Justice Bill (Lords), report stage and third reading. Northern Ireland (Emergency Provisions) Bill (Lords) and Employment Protection Bill (Lords), second reading. Protection from Eviction Bill (Lords) and Rent Bill (Lords), report stage. Motion on Iron and Steel (Borrowing Powers) Order. ... House of Lords: Price, Commis-

United States Government Guaranteed Ship Financing Notes and Bonds, Series B

consisting of:

\$ 9,080,000 of 7 % Sinking Fund Notes
\$ 7,196,000 of 7% Sinking Fund Notes
\$ 8,312,000 of 7½% Sinking Fund Notes
\$ 9,639,000 of 7% Sinking Fund Notes
\$165,773,000 of 8 % Sinking Fund Bonds

Series	Principal Amount of Series B, % Name	Principal Amount of Series B, % Name	Principal Amount of Series B, % Name	Principal Amount of Series B, % Name	Principal Amount of Series B, % Name
Patriot I	Shipping Corp.	\$1,589,000	\$1,259,000	\$2,455,000	\$1,687,000
Patriot II	Shipping Corp.	\$1,589,000	\$1,259,000	\$2,455,000	\$1,687,000
Patriot III	Shipping Corp.	\$2,497,000	\$1,978,000	\$2,285,000	\$2,851,000
Patriot IV	Shipping Corp.	\$1,135,000	\$ 899,000	\$1,039,000	\$1,205,000
Patriot V	Shipping Corp.	\$2,270,000	\$1,800,000	\$2,078,000	\$2,109,000

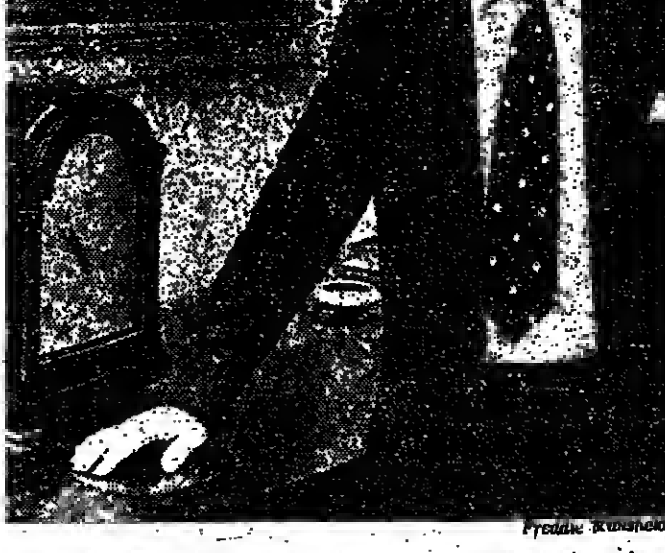
To be issued to aid in financing the construction of five LNG tankers built for the performance of certain charters referred to in the Offering Circular.

Lazard Frères & Co. The First Boston Corporation Salomon Brothers Baohe Halsey Stuart Shields Drexel Burnham Lambert Kidder, Peabody & Co. Paine, Webber, Jackson & Curtis. Smith Barney, Harris Upham & Co. Bear, Stearns & Co. Weeden & Co. Faulkner, Dawkins & Sullivan, Inc. Oppenheimer & Co., Inc. Thomson McKinnon Securities Inc. American Securities Corporation A. G. Edwards & Sons, Inc. McDonald & Company Rotax Mosie Inc. Goldman, Sachs & Co. Blyth Eastman Dillon & Co. Hornblower, Weeks, Noyes & Frisk. Kuhn Loeb & Co. Reynolds Securities Inc. Wertheim & Co., Inc. L. F. Rothschild, Unterberg, Towbin. Alex. Brown & Sons. Discount Corporation of New York. Ladenburg, Thalmann & Co. Inc. Wm. E. Pollack & Co., Inc. Tucker, Anthony & R. L. Day, Inc. Arnold and S. Bleichroeder, Inc. Howard, Weil, Labouisse, Friedrichs. Piper, Jaffray & Hopwood. Stifel, Nicolaus & Company. Lehman Brothers Merrill Lynch, Pierce, Fenner & Smith Warburg Paribas Beeker Dillon, Read & Co. Inc. E. F. Hottel & Company Inc. Loeb Rhoades & Co. Inc. Schroder Trust Company Dean Witter & Co. Shearson Hayden Stone Inc. F. Eberstadt & Co., Inc. Moseley, Hallgarten & Estabrook Inc. R. W. Pressprich & Co. Smart Brothers Bateman Eichler, Hill Richards Loewi & Co. Rauscher Pierce Securities Corporation Underwood, Neohaus & Co.

ISSUE NEWS AND COMMENT

Wheatsheaf second rights in two years

AT ITS annual general meeting yesterday Wheatsheaf Distribution announced its intention to raise...



Sir James Barker, chairman of Unigate. Profits have risen from £21.6m. to £22.8m. for the year to March 36, 1977.

COMPANY NEWS + COMMENT

Mail order strength helps GUS to £112m.

EXTERNAL turnover for the year to March 31, 1977, at Great Universal Stores expanded from £10.6m. to £10.8m. and pre-tax profits advanced from £86.5m. to £112.2m. after £46.0m. against £40.9m. in the first half.

INDEX TO COMPANY HIGHLIGHTS table with columns for Company, Page, Col., and Page Col.

The interim dividend is held at 0.875p net per 25p share. Last year's total was 3.492p paid from pre-tax profits of £385,544.

Tomkins jumps to £1.47m.

MANUFACTURERS of buckles, bright drawn steel and nuts and bolts, F. H. Tomkins reports sales of £12.7m. for the year to May 1, 1977, compared with £8.8m. for the previous 53 weeks and a jump in pre-tax profits from £0.98m. to a record £1.47m. after £50,000 against £390,000 for the first half.

Upsurge at York Trailer

SHARING FULLY in the general recovery of the commercial vehicle industry York Trailer Holdings lifted first half 1977 pre-tax profits from £384,000 to £1,443,000 on sales of £17.27m. compared with £8.91m.

Walter Duncan tops £0.5m.

East India merchants and managing agents Walter Duncan and Goodrick reported its pre-tax profit from £159,553 to £326,234 in 1976.

Marston Thompson up £0.68m.

ON SALES ahead from £17.31m. to £21.43m., pre-tax profits of brewers and wine and spirit merchants, Marston Thompson and Goodrick reported a record £345m. for the year to March 31, 1977.

Allnatt London tops £2.7m.

A SECOND-HALF advance in pre-tax profit from £1,313,597 to £1,821,629 by Allnatt London Properties lifted the fulltime figure for the year to March 31, 1977, to £349,932 from £2,710,799.

Small upturn by M. Edwards

A complete reorganisation of food distributors Morgan Edwards is now in an advanced state, the directors say, reporting net profit of £29,767 for the year to April 4, 1977, against a depressed £16,232 for the previous 53 weeks.

£0.45m. profit seen by Energy Services

At the AGM of Energy Services and Electronics, Mr. Robin Kirk, chairman, said he still viewed the group's prospects with some confidence.

GEI ahead of budget

Mr. Thomas Keny, chairman of GEI International, said at the AGM in London that for the three months to June 30, 1977, the profits of every subsidiary were comfortably above last year.

Advance by R. H. Lowe

Turnover of clothing manufacturers Robert H. Lowe and Co. rose from £1.63m. to £2.23m. in the 26 weeks to April 29, 1977, and pre-tax profits advanced from £109,113 to £233,865 before tax of £122,000 compared with £88,000.

Killinghall RUBBER

As Killinghall (Rubber) Development Syndicate is trading and operating exclusively overseas, the Treasury has confirmed that it will not be subject to current regulations on dividend controls, the directors state.

DIVIDENDS ANNOUNCED

Table listing dividends for various companies including Allnatt London, Assoc. Fisheries, Berksford, Burt Boulton, etc.

LAPORTE 93% TAKEN UP

Laporte announces the tances: have been recent respect of £604,388 new C shares, about 93 per cent total number of new offered by way of rights.

Dowty up £5m. after strong second half

AN INCREASE in second half pre-tax profit from £50m. to £54.94m. by Dowty Group by ended March 31, 1977.

Downturn at Greenfriar

Gross income in the first six months of 1977 at Greenfriar Investment Company declined from £106,574 to £104,821.

Parkinson Cowan

Thorn Electrical Industries' subsidiary, Parkinson Cowan, announced its intention to stockholders to accept early repayment and cancellation of the outstanding £32,168 7/8 per cent. Debenture Stock 1988/91.

Earnings rise at Hambro Trust

Revenue available to shareholders of Hambro Trust advanced from £181,000 for the year to June 30, 1976, to £219,000 (£199,000 on a dividend of 1.37p per share).

HESTAIR PAYS £1.4M. FOR BETTINSON

Hot on the heels of its £1.5m. agreed bid for Root Harvesters, Hestair has acquired for £1.4m. P. H. Bettinson, manufacturers of seed and fertilizer drills.

JAMES WARREN APPROVES SALE

James Warren and Co. announces that approval to the sale of Dairy Tops Group has been given by the holders of the 10 per cent. Convertible Unsecured Loan Stock 1985.

BRITISH CAR AUCTIONS

British Car Auctions is taking steps through the courts to have the acquisition by Nationwide Leisure of Middlehaven Developments from Nationwide's chairman set aside.

NO PROBES

The Secretary of State for Prices and Consumer Protection has decided not to refer the following proposed merger to the Monopolies Commission: J. B. Nash Securities/Reliant Motor Group, Ductile Steels/Newman Tubes.

COLNESS TALKS CALLED OFF

Discussions which it was said might have led to a bid for the Colness Group have been terminated, the company announced yesterday.

DEW

Civil Engineering Contractors - Industrial Builders Piling & Foundations and Landscaping Operations Interim Report

Globe Investment Trust LIMITED *14% earnings increase. *Dividend payments continue to outpace inflation.

Summary of Results table for Globe Investment Trust showing revenue, dividends, and assets for 1976/77 and 1975/76.

Wheatstreak rights in two... Higher at £22.8m.

ROVER up from 1762.2m. 2.5m. pre-tax profit of the milk, food and transport, improved from £21.6m. in the 52 weeks to 25, 1977. The share price per 25p share are to have risen from 8.0p to end the final dividend of net lifts the total from 3.0772p, the maximum of 10p to £2.5m.

BOARD MEETINGS table listing various companies and their meeting dates.

meat activities despite problems with subsidised EEC ham imports... Berisfords ahead at halfway

ssoc. Fisheries £1.47m. so far... THE overall improvement in the fishing industry is continuing to associate reports a turnaround pre-tax loss of £337,000 to £1.47m. for the half March 31, 1977.

Routledge & Kegan Paul increase... An improvement in pre-tax profit from £1.1m. to £3.1m. is announced by book publishers Routledge and Kegan Paul for the year to March 31, 1977.

Downturn at Common Market Trust... Net income of the Channel Islands-based Common Market Trust for the year to end June 1977 was £335,443, compared with £389,531.

Confidence at Cope Sportswear... Turnover and profitability of Cope Sportswear for the first six months of the year are on target

edit shortage... of England Minimum Rate 8 per cent. The rate was raised from 7.5 per cent on May 12, 1977.

Table with columns: Starting Certificate of deposits, Local Authority deposits, Local Authority bonds, Finance House Deposits, Company Deposits, Discounted deposits, Treasury bills, Five Year Treasury Bills.

Redland 30% rise to £34m.

AFTER BEING up by more than 50m. at halfway in £16.75m. pre-tax profit of Redland improved by 30 per cent. to a record £34.16m. on turnover 26 per cent. ahead at £223.67m. for the year to March 31, 1977.

Overseas profits increased by 47 per cent. to £21.5m. At the year-end liquid resources were substantially ahead and there was an overall improvement in debt ratios.

Burt Boulton recovery... DUE MAINLY to the timber subsidiaries, and assistance from the two British road surfacing companies, Burt Boulton has achieved a turnaround from a pre-tax loss of £1.03m. to a profit of £1.03m. for the year ended March 31, 1977.

Satisfactory start by John Waddington... Sales for the first 12 weeks of the current year at John Waddington have been satisfactory

Romney Trust six-month upturn... For the half year to June 30, 1977, gross revenue of Romney Trust shows an advance of £184,382 to £375,582.

Derby Trust first-half advance... Pre-tax revenue for the six months to June 30, 1977 at Derby Trust advanced from £201,200 to £259,164.

Smith Wallis falls to £105,909... The £78,033 downturn in profit reported at halfway by Smith Wallis and Co. has accelerated in the second half resulting in pre-tax profits falling from £31,205 to £105,909 for the year to March 31, 1977.

Scottish American improves... On gross income up from £1.48m. to £1.7m. Scottish American Investment Company shows net revenue marginally higher for the six months to June 30, 1977, at £567,000 against £532,000.

Dividend amendments... The following companies have amended their dividends consequent on the recently announced change in the income tax rate to 34 per cent.



Dopo il fatto, il consiglio non vale (When a thing is done, advice comes too late)

Nowhere is this ancient proverb truer than in the international banking and commercial world. Which is why you will always find an understanding listener in Credito Italiano's London office at the "first thoughts" stage of any project you are planning.

Credito Italiano is highly qualified for this role. It can bring to your business the special skills, the experience and the resources which make it one of Europe's top banks, and place it high on the world ranking list.

All Credito Italiano's comprehensive services are readily available to you, simply by calling our London branch.

17 Moorgate, London EC2R 6HX Telephone: 01-606 9011 Telex: 683456 Italcredit Head Office: Milan

Branches and representative offices: London, New York, Buenos Aires, Caracas, Chicago, Frankfurt, Moscow, Paris, São Paulo, Tokyo and Zurich.

Witan Investment Company Limited "Over the past 20 years you will see that on every count, net asset value, market price and dividend increase, the Witan shareholder has done better than the Financial Times Index"



Net asset value rose from £0.6p to £0.9p, an increase of 6.3%. Revenue before taxation increased by nearly £500,000 to £2,599,093. A total dividend of 1.90p as against 1.65p in 1976 is recommended.

Managed by Henderson Administration Limited... Still Britain's biggest independent name in industrial lubricants

Century oils group LIMITED GROUP HEAD OFFICE, STOKES ON TRENT

Haslemere up by 136%

AS A RESULT of a 136% increase in rents and two changes to accounting policies, Haslemere Estates' pre-tax profits rose by 136 per cent to £1.5m. After tax earnings have doubled from 2.97p to 6.02p.

The changes, which were initiated at the interim stage, reflect a new attitude to properties held for investment. Previously any surplus from the sales of these properties was taken to revenue account but now such surpluses (£633,093 for the year to March, compared with £1,643,516) are taken direct to capital reserves.

In addition, ground rents and other outgoings on properties under development are charged to revenue rather than capitalised as part of the cost of the property as previously. These costs amounted to £205,000 in the past year, compared with £218,000 in the year to March 1976.

Investment properties, which were provisionally revalued at the year-end are shown at £98.7m and

development properties, at cost, were 37.0m, for a total portfolio value of £106.7m, plus £2.9m held by trading subsidiaries. This compares with £101.6m at March 1976 plus £2.2m in trading subsidiaries.

A final dividend of 2.00692p per 10p share has been announced, which makes a total for the year of 2.55892p (2.66047p).

A spokesman for the company said yesterday that prospects for the current year are good, with most of the growth due to come from new lettings rather than any unusual emphasis on reversions.

Econa turns in £0.69m.

TURNOVER for the year to March 31, 1977 at sanitary engineers

Econa expanded from £4.79m to £5.1m, and profits rose from £490,055 to £503,457 after £31,454, against £148,454, for the first half.

The directors state that there is no tax charge for 1977 (14.08p) due to the incidence of tax deferral arriving from relief in respect of stock appreciation and accelerated capital allowances.

No provision for deferred tax has been made as it is considered that such deferred tax will not become payable in the foreseeable future and 1978 figures have been adjusted accordingly.

Earnings are shown to be up from 12.88p to 18.54p per 10p share and the dividend total is raised from 1.894p to 2.0589p net with a second interim of 0.5589p.

MALTON TRUST

The asset value of 526p reported for Malton Trust in Wednesday's paper was struck at July 15, 1977, and not July 5, as stated.

Metal Box chairman warns on canned food prices

A WARNING of a rise in the price of canned food was given by Sir Alex Page, chairman.

He said that the company had just been advised by the British Steel Corporation of an average 8.9 per cent increase in the price of tinplate to take effect from August 14. The price rise was not subject to pre-notification to the Price Commission, nor apparently to any normal commercial negotiation, he said.

Metal Box takes between 80 per cent and 70 per cent of British Steel's home tinplate sales of about 1m. tonnes per year for canning.

Such an increase would be reflected in the price of Metal Box cans, and therefore ultimately in the price of canned food, Sir Alex stated. He had registered his acute concern with British Steel Under EEC rules British Steel does not have to refer increases in tinplate prices to the Price Commission. They are governed by the European Coal and Steel

Community under the Treaty of Paris.

In the U.K., Metal Box made about the same number of cans for food and beverage in the first quarter of the current year as it had in the previous comparable period. And the order book for the second three months was reasonably good, Sir Alex said.

Sales of other forms of packaging, so far, had been buoyant, while the group's central beating business for radiators and boilers had been satisfactory. The machinery building business was now very active and the flow of orders should ensure continuing high activity for some time to come, he said.

Overseas, business had varied very much from country to country. In East and West Africa, the group continued to expand, with the glass company in Nigeria now turning in good profits, but in South Africa, which at this time was normally much involved in the canning of fish, the fish harvest had been

extremely poor. Elsewhere progress was being maintained.

Commenting later, Sir Alex said he had already registered his "acute concern" with the chairman of British Steel, Sir Charles Villiers, and would be meeting him next Monday.

Metal Box buys virtually all its tinplate from British Steel, last year spending some £150m. Last year the group turned out something like 70m cans.

Pauls and Whites, Mr. M. G. Falcon, chairman, reported that the AGM that demand for animal feed was lower than last year and the company was still waiting for more positive signs of revival of demand by the whisky distillers for malt. However, preliminary figures showed that group profit was up to budget for the first three months and, he believed, that for the year as a whole, the company should be able to improve on last year's results. Referring to the lack of profitability of pig production, he said the position was no better now

needed. The devaluation of the Accessionary Compensatory Amount recently agreed in Brussels had not compensated for the removal of the direct subsidy paid to U.K. producers from Government funds.

The latest Meat and Livestock Commission figures showed the average bacon pig producer to be making a loss of £4.71 on every pig sold and, unless something was done quickly, the inevitable excess of budget and we would have far-reaching consequences for the future of the British pig industry.

The signs were that the present spell of good growing weather should lead to better than average crops of potatoes and other vegetables and lower prices for them in the shops, which was a good time for the Government to reconsider the devaluation of the "Green and Gold" fund as it would have far less effect on the overall cost of food than providing the relief the livestock farmer so desperately

needed. The devaluation of the Accessionary Compensatory Amount recently agreed in Brussels had not compensated for the removal of the direct subsidy paid to U.K. producers from Government funds.

Carlton Industries, Mr. Roydon, chairman, said in the report and accounts the expectation of a net increase in group profits current year had been confirmed, in that trading for the first quarter was done quickly, the inevitable excess of budget and we would have far-reaching consequences for the future of the British pig industry.

The orders books of the major divisions had progressed, he added.

Sevens Group, Mr. Nicholson, chairman, said over for the first four months of the year to June 30, 1977, with a resultant net profit for that period. The directors were confident that everything depended on the overall cost of food holding the inflationary livestock farmer so desperately

Group Gold Mining Companies

Orange Free State

(All companies are incorporated in the Republic of South Africa)

Reports of the directors for the quarter ended 30th June 1977

Free State Geduld Mines Limited

ISSUED CAPITAL: 15 000 000 shares of 50 cents each
PLANNED PRODUCTION FOR THE YEAR ENDING SEPTEMBER 30 1977
Tonnage 2 409 900 Grade 16.0 (previously 15.4) grams per ton

	Quarter ended June 1977	Quarter ended Mar. 1977	9 months ended June 1977
OPERATING RESULTS			
Tons milled	522 000	564 000	1 721 000
Yield—g/t	15.27	15.27	15.27
Gold produced—kg	10 362	8 513	27 989
Revenue per ton milled	R64.55	R46.36	R56.29
Cost per ton milled	R21.48	R21.75	R21.29
Profit per ton milled	R43.07	R24.61	R35.00
Revenue	R40 584 000	R27 276 000	R100 486 000
Cost	R12 269 000	R12 636 000	R36 536 000
Profit	R28 315 000	R14 640 000	R63 950 000
JOINT METALLURGICAL PRODUCTION SCHEME (See summary)			
Slime-boosted and/or treated	541 468	—	541 468
Gold—g/t	9.291	—	9.291
Revenue per ton milled	5.086	—	5.086
Cost per ton milled	1.037	—	1.037
Estimated share of profit including service charge revenue	—	—	—
FINANCIAL RESULTS			
Working profit—Gold	R27 867 000	R15 007 000	R63 859 000
Net sundry revenue	124 900	331 000	1 014 000
Profit before taxation and State's share of profit	27 991 000	15 338 000	64 873 000
Taxation and State's share of profit—estimated	12 880 000	3 166 000	21 924 000
Profit after taxation and State's share—estimated	R15 111 000	R12 172 000	R42 949 000
Capital expenditure—metallurgical complex			
Working profit—Gold	R2 137 000	R1 614 000	R9 902 000
Net sundry revenue	R4 997 000	R3 423 000	R14 811 000
Dividends declared—amount	—	—	—
Dividends declared—per share	—	—	—
Loan levies—estimated	R1 157 000	R2 777 000	R2 767 000
DEVELOPMENT			
Advance metres	—	—	—
Channel width cm	—	—	—
g/t	—	—	—
cm.g/t	—	—	—
kg/t	—	—	—
cm.kg/t	—	—	—
uranium	—	—	—
cm.kg/t	—	—	—

Free State Saaiplaas Gold Mining Company Limited

ISSUED CAPITAL: 28 100 000 shares of R1 each
PLANNED PRODUCTION FOR THE YEAR ENDING SEPTEMBER 30 1977
Tonnage 1 200 000 Grade 3.7 (previously 3.7) grams of high-grade

	Quarter ended June 1977	Quarter ended Mar. 1977	9 months ended June 1977
OPERATING RESULTS			
Tons milled	319 000	308 000	922 000
Yield—g/t	3.60	3.50	3.56
Gold produced—kg	1 145	1 198	3 541
Revenue per ton milled	R14.88	R13.2	R14.88
Cost per ton milled	R18.90	R18.40	R18.47
Loss per ton milled	R4.02	R5.20	R3.59
Revenue	R4 744 000	R4 072 000	R12 116 000
Cost	R8 660 000	R5 710 000	R17 027 000
Loss	R3 916 000	R1 638 000	R4 911 000
JOINT METALLURGICAL PRODUCTION SCHEME (See summary)			
Slime-boosted and/or treated	373 060	—	373 060
Gold—g/t	9.481	9.408	9.445
Revenue per ton milled	6.372	6.372	6.372
Cost per ton milled	9.85	9.85	9.85
Estimated share of profit—net	—	—	—
FINANCIAL RESULTS			
Working profit—Gold	R1 240 000	R1 985 000	R4 842 000
Net sundry revenue	285 000	457 000	1 752 000
Profit before taxation and State's share of profit	1 525 000	2 442 000	6 594 000
Taxation and State's share of profit—estimated	—	—	—
Profit after taxation and State's share—estimated	1 525 000	2 442 000	6 594 000
Capital expenditure—metallurgical complex			
Working profit—Gold	R6 000	R219 000	R500 000
Net sundry revenue	R3 170 000	R2 990 000	R6 635 000
Dividends declared—amount	—	—	—
Dividends declared—per share	—	—	—
Loan levies—estimated	—	—	—
DEVELOPMENT			
Advance metres	—	—	—
Channel width cm	—	—	—
g/t	—	—	—
cm.g/t	—	—	—
kg/t	—	—	—
cm.kg/t	—	—	—
uranium	—	—	—
cm.kg/t	—	—	—

President Steyn Gold Mining Company Limited

ISSUED CAPITAL: 14 000 000 shares of 50 cents each
PLANNED PRODUCTION FOR THE YEAR ENDING SEPTEMBER 30 1977
Tonnage 2 395 000 Grade 8.9 grams per ton

	Quarter ended June 1977	Quarter ended Mar. 1977	9 months ended June 1977
OPERATING RESULTS			
Tons milled	751 000	797 000	2 286 000
Yield—g/t	8.85	8.57	8.71
Gold produced—kg	20 729	22 450	63 179
Revenue per ton milled	R54.38	R52.45	R53.42
Cost per ton milled	R23.86	R22.86	R23.36
Profit per ton milled	R30.52	R29.59	R30.06
Revenue	R25 491 000	R23 189 000	R79 269 000
Cost	R12 200 000	R11 574 000	R35 374 000
Profit	R13 291 000	R11 615 000	R43 895 000
JOINT METALLURGICAL PRODUCTION SCHEME (See summary)			
Slime-boosted and/or treated	579 816	—	579 816
Gold—g/t	9.38	9.38	9.38
Revenue per ton milled	0.94	0.94	0.94
Cost per ton milled	—	—	—
Estimated share of profit including service charge revenue	—	—	—
FINANCIAL RESULTS			
Working profit—Gold	R4 292 000	R5 187 000	R16 374 000
Net sundry revenue	114 000	1 050 000	1 050 000
Profit before taxation and State's share of profit	4 406 000	6 237 000	17 424 000
Taxation and State's share of profit—estimated	—	—	—
Profit after taxation and State's share—estimated	4 406 000	6 237 000	17 424 000
Capital expenditure—metallurgical complex			
Working profit—Gold	R2 396 000	R3 255 000	R9 323 000
Net sundry revenue	R4 588 000	R4 517 000	R13 623 000
Dividends declared—amount	—	—	—
Dividends declared—per share	—	—	—
Loan levies—estimated	—	—	—
DEVELOPMENT			
Advance metres	—	—	—
Channel width cm	—	—	—
g/t	—	—	—
cm.g/t	—	—	—
kg/t	—	—	—
cm.kg/t	—	—	—
uranium	—	—	—
cm.kg/t	—	—	—

President Brand Gold Mining Company Limited

ISSUED CAPITAL: 14 000 000 units of stock of 50 cents each
PLANNED PRODUCTION FOR THE YEAR ENDING SEPTEMBER 30 1977
Tonnage 3 100 000 Grade 10.5 grams per ton

	Quarter ended June 1977	Quarter ended Mar. 1977	9 months ended June 1977
OPERATING RESULTS			
Tons milled	764 000	779 000	2 286 000
Yield—g/t	10.61	11.06	10.84
Gold produced—kg	24 107	26 819	70 926
Revenue per ton milled	R62.55	R63.88	R63.22
Cost per ton milled	R22.55	R21.88	R22.22
Profit per ton milled	R40.00	R42.00	R41.00
Revenue	R23 233 000	R24 779 000	R72 812 000
Cost	R11 200 000	R10 800 000	R32 800 000
Profit	R12 033 000	R13 979 000	R40 012 000
JOINT METALLURGICAL PRODUCTION SCHEME (See summary)			
Slime-boosted and/or treated	371 208	—	371 208
Gold—g/t	0.867	0.867	0.867
Revenue per ton milled	1.080	1.080	1.080
Cost per ton milled	—	—	—
Estimated share of profit including service charge revenue	—	—	—
FINANCIAL RESULTS			
Working profit—Gold	R14 719 000	R17 595 000	R50 913 000
Net sundry revenue	—	—	—
Profit before taxation and State's share of profit	14 719 000	17 595 000	50 913 000
Taxation and State's share of profit—estimated	—	—	—
Profit after taxation and State's share—estimated	14 719 000	17 595 000	50 913 000
Capital expenditure—metallurgical complex			
Working profit—Gold	R4 171 000	R12 127 000	R17 127 000
Net sundry revenue	R1 539 000	R1 539 000	R3 078 000
Dividends declared—amount	—	—	—
Dividends declared—per share	—	—	—
Loan levies—estimated	R336 000	R336 000	R672 000
DEVELOPMENT			
Advance metres	—	—	—
Channel width cm	—	—	—
g/t	—	—	—
cm.g/t	—	—	—
kg/t	—	—	—
cm.kg/t	—	—	—
uranium	—	—	—
cm.kg/t	—	—	—

Shaft area
Shaft level
No. 1
No. 2
No. 3
No. 4

Advance metres	Channel width cm	g/t	cm.g/t	kg/t	cm.kg/t	uranium
1 782	446	29.0	84.50	1 290	9.36	7.12
2 325	276	12.8	112.66	1 642	0.32	11.74
2 647	14	66.4	10.00	964	9.28	17.54
712	276	40.2	103.29	618	5.55	26.86

Quarter ended June 1977
Quarter ended Mar. 1977
9 months ended June 1977

Advance metres	Channel width cm	g/t	cm.g/t	kg/t	cm.kg/t	uranium
5 716	912	24.1	116.32	2 419	6.52	12.49
5 649	662	20.5	72.78	1 492	9.42	17.89
17 164	2 340	22.8	98.18	2 238	0.51	11.55

Quarter ended June 1977
Quarter ended Mar. 1977
9 months ended June 1977

Advance metres	Channel width cm	g/t	cm.g/t	kg/t	cm.kg/t	uranium
641	232	326.3	4.06	918	6.12	27.11
934	512	206.8	3.55	742	6.13	26.32
2 299	1 930	218.0	3.40	758	9.12	26.18

Shaft area
Shaft level
No. 1
No. 2
No. 3
No. 4

Advance metres	Channel width cm	g/t	cm.g/t	kg/t	cm.kg/t	uranium
226.7	171.1	151.9				

MINING NEWS

A good June quarter for Vaal Reefs

KENNETH MARSTON, MINING EDITOR

BRIGHTEST of a rather big bag of June quarterly results from the Anglo American uranium gold and uranium division... Vaal Reefs... production...

Mining claims swapped for nuclear fuel

IN AN unusual exchange, Western Nuclear, the U.S. uranium producer... Phelps Dodge... uranium claims... nuclear fuel...

Inco to cut staff in Canada

Inco, formerly International Nickel Co. of Canada, is to reduce its staff in Canada by not replacing its workers... production... staff cuts...

Messina looks at Avoca mine

South Africa's Messina (Transvaal) mining and industrial group... Avoca mine... production... investment...

FTIS grow

FTIS, the Irish Government and Messina, under which the last named may spend up to £1m... production... investment...

Second quarter rise at Alcoa

Alcoa's second quarter earnings... production... investment... rise...

CASTINGS LIMITED

CASTINGS LIMITED... LEASABLE IRONFOUNDERS... financial data table...

BIDS AND DEALS

Eva to take-over Robert Stockfis

Eva Industries, metal processor and manufacturer of agricultural and mechanical hand tools... takeover... Robert Stockfis...

PLACING REDUCES GREENFIELD BOARD STAKE TO 35%

Two directors of Greenfield Mills, Mr. David Greenfield and Mr. John Greenfield... placing... stake...

NOTES. MFG. NOW HAS 19.3% OF WOOD BASTOW

Nottingham Manufacturing continues to build up its stake in fellow Marks and Spencer suppliers Wood Bastow Holdings... notes... manufacturing...

JEVONS/COOPER INDUSTRIES

Shareholders of Jevons-Cooper, the Midlands engineering concern... industries... shareholders...

MEAT MERGER TALKS CONTINUE

Talks between Thomas Borthwick and Matthews Holdings are still continuing... meat merger... talks...

Ryder open truck depot in Cardiff

RYDER Truck Rental has opened its first Welsh depot at a site on the Llandovery industrial estate... truck depot... Cardiff...

Dial-a-bus £60,000 savings bid

SAVINGS OF £60,000 annually on the Knowle and Dorrige dial-a-bus scheme are expected... savings bid... Dial-a-bus...

BANK OF AMERICA NATIONAL TRUST AND SAVINGS ASSOCIATION World Value of the Dollar

The table below gives the latest available rates of exchange for the U.S. dollar against various currencies... units per one U.S. dollar...

Table with columns: Country, Currency, Value of DLR, Country, Currency, Value of DLR, Country, Currency, Value of DLR

For further information please contact your local branch of the Bank of America.

CREDIT LYONNAIS FINANCIAL YEAR 1976. The far-reaching measures taken to reinforce the strength and profitability of the bank... BANK LENDING... STABLE GROWTH... MAKING POSSIBLE INCREASED EARNINGS IN SPITE OF TWO ADVERSE ECONOMIC FACTORS... INCREASED PROFITS... AND A STRONGER BALANCE SHEET

FINANCIAL TIMES CINEMA. There's no need to hunt around the West End for a suitable venue or viewing theatre. The FT Cinema, here in the City, offers seating in comfort for 50+ people...

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Substantial State aid for French steel

BY DAVID CURRY

THE WAY has now been cleared for the two giants of the French steel industry to receive substantial aid in the context of the Government-sponsored Frs.1.2bn steel modernisation programme.

It is understood now that the Government will receive around Frs.700m. in loans in return for a regrouping of the interests of the Marine Wendel group to which it belongs.

USINOR is a relatively modern operation with its stake in Solmer and its 5m tonnes a year capacity Dunkirk mill.

Italsider facing huge losses

BY DOMINICK J. COYLE

ITALSIDER, part of Italy's Andrea Bartolini, that the group financially and managerially might have losses in the first half of this year in the region of L330bn.

However, to-day Sig. Puri, managing director, is surrounded by numerous qualifications, implying that the group's available reserves of approximately L500bn (£330m.) might be president spoke to the Milan newspaper, Corriere della Sera.

proposals to IRI to build another integrated steel complex at Gioia Tauro apparently caused a difference of opinion between the Italian Government and the EEC Commission in Brussels.

EUROBONDS

INA on sideline for \$75m.

By Mary Campbell

TRADING IN the dollar sector continued quietly from yesterday. The possibility of a large convertible issue for the American financial conglomerate INA Corporation attracted considerable interest.

AMERICAN NEWS

Slide continues at Kodak

BY JAY PALMER

NEW YORK, July 21.

TWO OF AMERICA'S dominant photographic companies reported favourable foreign exchange adjustments. The company, which traditionally gets about 40 per cent of its sales from outside the U.S., said that negative currency changes cost \$14m. in the second quarter of this year.

operations and secondly, on unseasonable foreign exchange adjustments. The company, which traditionally gets about 40 per cent of its sales from outside the U.S., said that negative currency changes cost \$14m. in the second quarter of this year.

seem to stem from booming demand for its simplified "one-step" camera and, perhaps more important, the continuing success of its SX-70.

Kennecott seen as bid prize

BY STEWART FLEMING

NEW YORK, July 21.

KENNECOTT Copper's emergence as the copper company taking the most independent line on industrial relations and pricing is being widely attributed here to its recent completion of the divestiture for \$1.2bn. of Peabody Coal.

quickly follows Kennecott's completion yesterday of a provisional strike agreement with the union.

help it draw up a long-term strategy for survival as an independent company. Analysts are speculating that Kennecott might go out and try to make a major purchase itself: the Forest Products business is one area of speculation.

Stand. Oil (Indiana) upturn

CHICAGO, July 21.

STANDARD OIL Co (Indiana) reported that its consolidated net earnings for the first six months were up 11 per cent to \$8.56 million, or \$3.56 per share, on revenues of \$8.1bn. for the first half of 1977.

Honeywell del. sale

HONEYWELL INC. said it has sold its production profit its new large-scale Mod computer and is delaying deliveries until sometime next year, reports AP-DJ.

Norton Simon-A BankAmerica pa

NORTON SIMON announced it has acquired about 88 of the shares of Avis, that rent-a-car company owned subsidiary, reports AP-DJ.

Immont option offer

IMMONT CORPORATION said that Esmark has granted to any holder of Immont shares owned by Esmark at a minimum price of \$28.25 a share, reports AP-DJ.

Immont proposed a bid for

Immont proposed a bid for Immont last February at \$22.50 per share. The proposal was rejected by the Immont Board as inadequate. In June a second \$300m. Esmark proposal at \$25 a share was also rejected.

Table with multiple columns showing financial data for various companies including KEROX CORP., UNION CARBIDE, TEXACO, OCCIDENTAL PETROLEUM, SOUTHERN COMPANY, R. J. REYNOLDS IND., AMERICAN MOTORS, CONTINENTAL GROUP, TRANSAMERICA CORP., BURLINGTON INDUS, NORTHWEST INDUSTRIES, GOODYEAR TIRE & RUBBER, SANTA FE INDUSTRIES, MCGRAW-HILL INC., AMERICAN EXPRESS, W. R. GRACE & CO., DOW CHEMICAL, BANKERS TRUST N., and FULLMAN INC.

When a Bank presents its balance sheet, don't just look at the figures.

Look also at the people behind them.

The fact that our balance sheet for 1976 looks encouraging doesn't tell you everything. What a bank is really worth is shown by what it does for its customers.

The Bank's main source of funds was provided by the issue of its own bonds, a total of DM 2 bn being placed during the year. The total of such paper outstanding reached DM 7.3 bn during the year (+10.5%).

a large number of German and foreign loans. Landes-Bausparkasse Rheinland-Pfalz expanded its business considerably during the year. Savings agreements concluded by this building society numbered 51,580 (+26.4%) and totalled DM 1.4 bn (+25.8%).

Table with columns for ASSETS and LIABILITIES, showing values for 1975 and 1976 with percentage changes.



Landesbank Rheinland-Pfalz is owned equally by the State of Rhineland-Palatinate and its Savings Banks, both of which have assumed unlimited liability over and above the Bank's own capital resources.

That's why you should get to know our people. See what they can do for you. Find out how they tackle your problems. Our teams of specialists have proved themselves. We've become even more efficient, and we've grown as planned.

This progress has made Landesbank Rheinland-Pfalz what it is today: an all-purpose bank of national and international standing.

Ask Rheinland-Pfalz the "crossroads bank" Landesbank Rheinland-Pfalz - Girozentrale - Mainz, Kaiserslautern, Koblenz, Central Bank for the Savings Banks in Rheinland-Pfalz.

Selected Eurodollar Bond Prices Mid-Day Indications

Table listing various Eurodollar bond prices and mid-day indications, including columns for STRAIGHTS, D. MARK BONDS, and FLOATING RATE NOTES.

Kodak

WORLD AND COMPANY NEWS

Hong Kong writ issued against Syndikats

BY JOHN WICKS

VG KONG finance company has issued a writ of execution against the Bally holding company, which is the largest shareholder in the Bally group. The writ concerns a sum of \$2.5m. in connection with the Overseas Development Bank of Geneva.

The Geneva bank, originally of the IOS group, was taken over by Syndikats last year. The Munich private bank is now being run by its new management, which has turned to purchase in Madison Securities. The Hong Kong company claims that Syndikats bought Overseas Development Bank in the knowledge

that ownership rights were disputed. In fact, a court case is currently in Munich in connection with the sale of the bank by Schneider to Syndikats.

Overseas Development Bank, which recently had its concession (licence) withdrawn by the Swiss Banking Commission, was sold by Syndikats to Bally early this year and subsequently re-purchased by Syndikats. The entire capital of the Geneva bank is currently pledged to C. F. Bally AG, the parent company of the Bally group, against commitments towards C. F. Bally of Syndikats.

The C. F. Bally company has assured the employees of the Schoenenwerd subsidiary Bally

Schuhfabriken AG—the group's biggest factory—and local authorities in the Schoenenwerd area that it is determined to "clarify thoroughly" the various financial transactions involving the Bally concern and Syndikats, which announced its controlling interest in Bally this January.

Although the employees' representatives had threatened "further steps" if no reply to a recent letter they sent to the Bally management was not received by August 8, C. F. Bally says it will be impossible to clarify the situation that quickly. A meeting with employees is, however, foreseen for "after the end of July" and the employees' spokesmen have indicated their provisional satisfaction.

Weston to bid for control of food group

By James Forth

SYDNEY, July 21. GEORGE WESTON FOODS, a member of the British-Canadian baking and food group, plans a partial takeover bid to gain control of a large Queensland food concern, Provincial Traders Holdings. Weston, which is 80 per cent. owned by Associated British Foods, has held almost 15 per cent. of the capital of Provincial Traders for some time. It intends to make an offer for 50 per cent. of the shares owned by the remaining shareholders, which would lift its stake in Provincial to 87.5 per cent. The Foreign Investment Review Board has already approved the takeover proposal. Weston plans to offer a combination of shares and cash, which will water down the equity of ABE.

The extent by which the foreign interest will be reduced in Weston is not yet known as the terms of the bid are still to be determined.

Provincial shares sold to-day at 87.5 per cent. of nominal value. Weston will seek an additional 6.65m. Provincial shares, which would cost it between \$47m. and \$49m.

If Weston goes ahead with an offer, shareholding firm J. B. Were and Son will be asked to assist Provincial in evaluating the terms and conditions. Mr. A. G. Parker, who is chairman of both Weston and Provincial, will not participate in deliberations by Provincial on an offer. Provincial Traders is involved in margarine, frozen poultry, stock feed and snack foods.

Between 1972 and 1974, Provincial profit from a \$A1m. to a peak \$A2.2m. and earnings per share rose from 7.9 cents to 17.6 cents, but problems with snack-food group Frozen Food Industries, acquired in 1973 after a hectic struggle, pulled earnings in 1974-75 back to \$A970,000. Profit recovered to \$A1.65m. last year and rose 80 per cent. in the December half to \$838,000 suggesting a healthy result for the full year.

Weston is primarily known for its biscuit and bread operations but is also involved in flour milling, poultry, cakes and pastry, meat smallgoods and dairy products. Weston has had a fairly static record until the past two years when profits rose sharply. Last year the group earned \$A3.7m. or 20.4 cents a share.

COMMONWEALTH MINING Investments, the investment arm of the Consolidated Gold Fields of Australia group, earned 12 per cent. less in the year to June 30, but has held its dividend at 17 cents a share. Profit dropped from \$A1.6m. to \$A1.4m. despite a 4 per cent. rise in revenue.

Optimism at Ciba-Geigy

OUR OWN CORRESPONDENT

ZURICH, July 21. FITS of the Swiss chemical group Ciba-Geigy should show improvement in 1977, according to the parent company, Ciba-Geigy AG. Efforts to increase profitability are said to have been successful in the first half but the results for the year whole will be strongly influenced by exchange rate movements.

Geigy claims that little is expected in the near future in the pharmaceutical sector in the near future. This, together with the varying course of business in the company's different areas, precludes a reliable forecast for the whole of 1977.

Sw.Frs.5.66bn., although there was no growth in the important dyestuffs and chemicals sector, the group by 3 per cent. to Sw.Frs. 20.8bn. Currency fluctuations continued to impair Swiss-franc earnings, even although such individual currencies as the DM and the Yen strengthened against the Swiss franc. The resultant impairment of group sales growth amounts to 4 per cent. Capital expenditure will rise this year at around Sw.Frs.700m. Stress points will be pharmaceutical and agro-chemical production facilities and technical infrastructure. Some 40 per cent. of the investment total will be accounted for by Swiss projects.

of the Ilford photographic group were up 7 per cent. to Sw.Frs. 263m. and those of the Alrwick group by 3 per cent. to Sw.Frs. 20.8bn. Currency fluctuations continued to impair Swiss-franc earnings, even although such individual currencies as the DM and the Yen strengthened against the Swiss franc. The resultant impairment of group sales growth amounts to 4 per cent. Capital expenditure will rise this year at around Sw.Frs.700m. Stress points will be pharmaceutical and agro-chemical production facilities and technical infrastructure. Some 40 per cent. of the investment total will be accounted for by Swiss projects.

Soaring exports boost Hitachi

YOKO SHIBATA

TOKYO, July 21. CHI and its 38 consolidated subsidiaries increased net sales by 71 per cent. in the fiscal year ended March, largely on the strength of a 37 per cent. rise in yen. Last year's performance effectively restored the peak 1973 levels of the company, though the net of Y.64bn. was appreciably smaller than the Y79.5bn. earned in 1973, but Hitachi claims that the figures are close to extraordinary sales of real during the 1973 boom are "renewed".

Hitachi says that voluntary export controls on television sets in the U.S. will not hurt the company on consolidated account. Hitachi can send from its own subsidiary the amount not allowed to export from Japan. The Ministry of International Trade and Commerce has already allocated to the main Japanese television makers, and accounted for 13 per cent. of total sales. By area, Southeast Asia took 30 per cent. of the year's exports, up from 25 per cent. to Y2,222bn. This

recovery was particularly good in the heavy electrical sector, up 83 per cent. last year to 4 per cent. of turnover for the group. Moreover, sales by Hitachi's subsidiaries in some of Japan's harder-hit industries outpaced most companies in their sectors, the company claims. Hitachi Metal, Hitachi Wire and Hitachi Chemical together account for 23 per cent. of total sales, and the volume increased by an average 18 per cent.

Export of consumer durables (notably colour televisions and audio equipment) showed a 76 per cent. increase holstered group sales in a sector which has been hard hit by the recession. Overall, consumer durable sales went up 20 per cent. and contributed to about 22 per cent. of turnover.

Home equipment was the chief factor, too, in the 37 per cent. rise in exports last year (which accounted for 13 per cent. of total sales). By area, Southeast Asia took 30 per cent. of the year's exports, up from 25 per cent. to Y2,222bn. This

Europe 22 per cent., and the Middle East 10 per cent. Hitachi said today that it had already decided on a 2 to 3 per cent. increase in export prices to help offset the appreciation of the yen on foreign exchange markets. Another hike is inevitable in the autumn if the yen continues at its present strength.

Hitachi insists that the yen's rise since last January had virtually no effect on earnings because shipments in February and March were contracted early in dollars at a fixed exchange rate.

The company also stressed that net earnings per share (Y27.29 from Y16.12 in 1975) rose rapidly due to cost control measures pursued since before the recession began to bottom out. As a result, costs fell from 75 per cent. of sales to 74 per cent. in the year reduction in short-term liabilities resulted in a decline in the net interest burden from 2.1 per cent. to 1.8 per cent. Net profit, in turn, improved from 2.3 per cent. to 3.2 per cent. of total sales.

Strikes eat into Zim's earnings

DANIEL

TEL AVIV, July 21. ISRAELI Navigation companies are to suffer a 10 per cent. drop in 1977 due partly to the national carrier, the introduction of the U.S. law on a turnover of American aid deliveries must be shipped in U.S. vessels.

\$4.75m. from the 1975. Zim is "determined" to keep general manager down costs. It has decided not to put into service its new, "world-wide shipping delivery of which was taken last of the losses the company considers the ship's complement demands for the ship's complement and Zim has met "inflation" and prefers to leave the ship idle rather than invest 20 per cent. of their premium income in forms other than the index-linked Government (9,000-tonnes, fully automated) capable of carrying 400 con-

tainers) now being built by Israeli shipyards here.

ISRAELI insurance companies are to consider setting up their own reinsurance company for vehicle insurance, a step which would save considerable amounts of foreign currency now being transferred abroad for re-insurance purposes. At the same time the life insurance companies here have asked the Controller of Insurance for permission to invest 20 per cent. of their premium income in forms other than the index-linked Government bonds in which all premiums have to be invested at present.

ISRAELI insurance companies are to consider setting up their own reinsurance company for vehicle insurance, a step which would save considerable amounts of foreign currency now being transferred abroad for re-insurance purposes. At the same time the life insurance companies here have asked the Controller of Insurance for permission to invest 20 per cent. of their premium income in forms other than the index-linked Government bonds in which all premiums have to be invested at present.

Reorganisation plans for Molini Certosa

THE BOARD of Molini Certosa Spa, a food-processing firm controlled by Credit Suisse, told shareholders it plans to set the company on a new footing and will make its plans public as soon as possible. The shareholders meeting approved plans to write down the company's capital to L333m. from L3,968m. as part of measures to cover losses for 1976 totalling L3.7bn., reports Reuters.

Quotation of the company's shares was suspended earlier this month on the Milan Bourse because of the company's serious financial situation. It made a profit of L6m. in 1975.

Credit Suisse owns around 90 per cent. of the firm's capital, as a result of previous involvement in lending to the company, Bourse sources said.

All of these securities having been sold, this announcement appears as a matter of record only.

\$50,000,000

The May Department Stores Company

7.95% Sinking Fund Debentures due July 15, 2002


<p>Goldman, Sachs & Co.</p> <p>First Boston Corporation</p> <p>Warrill Lynch, Pierce, Fenner & Smith</p> <p>Wheeler Halsey Stuart Shields</p> <p>Windsor, Lufkin & Jenrette</p> <p>Ward, Peabody & Co.</p> <p>Wine, Webber, Jackson & Curtis</p> <p>Worburg Paribas Becker</p>	<p>E. F. Hutton & Company Inc.</p> <p>Lehman Brothers</p> <p>Salomon Brothers</p> <p>Blyth Eastman Dillon & Co.</p> <p>Drexel Burnham Lambert</p> <p>Kuhn Loeb & Co.</p> <p>Reynolds Securities Inc.</p> <p>Wertheim & Co., Inc.</p>
<p>Dillon, Read & Co. Inc.</p> <p>Hornblower, Weeks, Noyes & Trask</p> <p>Lazard Frères & Co.</p> <p>Smith Barney, Harris Upham & Co.</p> <p>White, Weld & Co.</p>	<p>Dean Witter & Co.</p>

1977

Your Door to Banking in Libya

JAMAHIRIYA BANK

ONE OF THE LEADING BANKS OPERATING IN SOCIALIST PEOPLE'S LIBYAN ARAB JAMAHIRIYA



HEAD OFFICE

P.O. Box: 3224
Tripoli
Cable: JAMAAM

MAIN BRANCHES

—P.O. Box: 396
Tripoli
Cable: JAMATRIPOLI
Telex: 20008

—P.O. Box: 1291
Benghazi
Cable: JAMABENHAZI
Telex: 40008

JAMAHIRIYA BANK

Formerly
Masraf Al Gumhouria

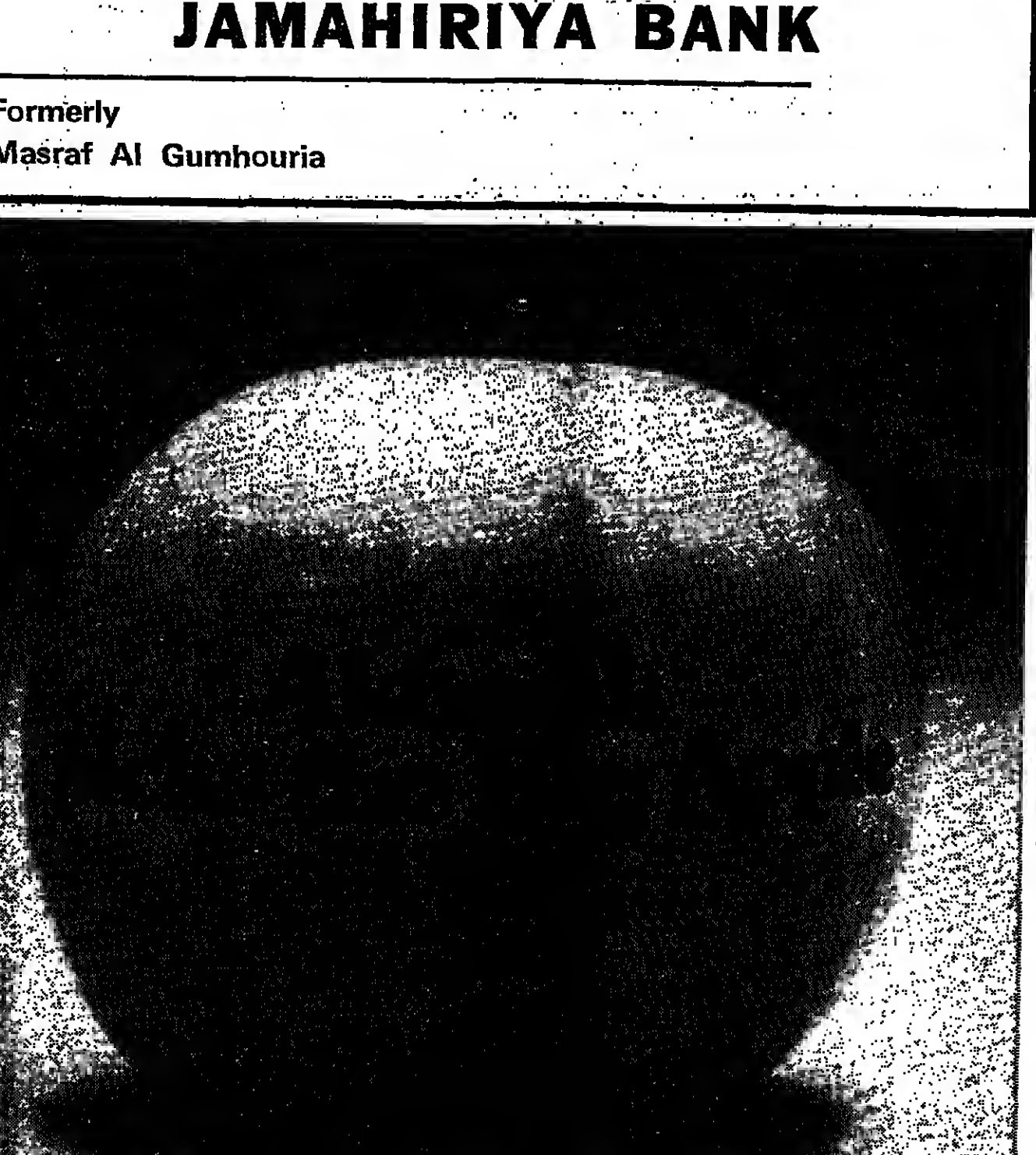
Effective as from MARCH 19, 1977, Masraf Al Gumhouria has changed its name and is now known as

JAMAHIRIYA BANK

The cable address of Head Office and Branches of the Bank has been changed accordingly. Telex numbers and mail addresses remain unchanged.

The Legal Status of the Bank and its right from others have not undergone any change and thereby the Bank shall remain committed to undertakings and obligations outstanding in its former name.

With the compound factors of progressive modern trends, renowned efficiency, new name and network of 27 Branches all over Libya, **JAMAHIRIYA BANK** keeps its doors open for prompt and reliable Domestic as well as International Banking services.



Akbank, Turkey's fastest growing private sector bank has achieved another first in the field of international banking.

After being the first of Turkey's banks to open a Representative Office in London, Akbank has now chosen New York—the Big Apple as it is often called—as the next place to open Turkish banking's very first Representative Office in the Americas.

So, through Akbank, Turkey—the bridge between Europe and Asia—is now going transatlantic and picking the Big Apple. Another stage in Akbank's international growth.

Our New York office will be open for consultation and advice from August 1st 1977.

Please contact Mr. Farhan A. Danisman, 400 Park Avenue, New York, NY 10022.
Telephone: (212) 832-1212. Telex: 667711. Cable: AKBANKUSA NEW YORK.

Akbank takes pride in its contribution to the Turkish economy.

AKBANK TAS Meclisi Mebusan Cad. 65-69, Fındıklı, İstanbul-Türkiye. Telephone: 45 4220. Telex: 22641 akum tr. Foreign Dept. Telex: 23279 akdu tr.

Akbank-London 48-54 Moorgate, London EC2, England. Telephone: 01-538 1366/7. Telex: 8812330 akldn g.

Akbank-Frankfurt 41 Kaiserstrasse, 6 Frankfurt/Main, Deutschland. Telephone: 25 25 05. 25 18 27. Telex: 412116 eksa d.

WALL STREET OVERSEAS MARKETS + FOREIGN EXCHANGES Dollar improves

BY OUR WALL STREET CORRESPONDENT

After sustaining an initial reaction on profit-taking, the Dow Jones industrial average...

Higher earnings, but Halston reaction on profit-taking, the Dow Jones industrial average...

elsewhere De Beers lost 4 cents to \$4.65. Industrials were mostly steady...

HONG KONG - The market drifted lower in fairly quiet trading on profit-taking and lack of support...

JARDINE MATHESON fell 30 cents to \$25.20 and Hong Kong Bank fell 20 cents to \$11.78...

TOKYO - Slightly higher for choice in moderate trading. There was sustained selective demand...

VIENNA - Narrowly mixed to quiet dealings. The market continued further selling which drove the index down 0.36 more...

OTHER MARKETS

Canada irregular. Canadian stock markets made a southerly irregular showing yesterday...

Canada irregular

Canadian stock markets made a southerly irregular showing yesterday...

AMSTERDAM

Generally softer in slow trading. The Royal Dutch held steady at \$142.70...

BRUSSELS

Market closed for the national holiday. The market was closed for the national holiday...

SPAIN

The market continued further selling which drove the index down 0.36 more to a 1977 low of \$3.90...

MILAN

Stocks were easier in thin trading. Montedison fell L10 to L225, Enagel L23 to L489...

FRANCE

Shares were mainly higher, helped by a forecast from the Employers Federation...

THURSDAY ACTIVE STOCKS

Table of active stocks including Occidental Petroleum, Standard Oil, and others with their closing prices.

INDICES

Table of indices including Dow Jones, S&P 500, and others with their values and changes.

NEW YORK - DOW JONES

Detailed table of Dow Jones components and their prices.

STANDARD AND POORS

Table of Standard and Poors components and their prices.

OVERSEAS SHARE INFORMATION

Table of overseas share information for various countries like Australia, Canada, and others.

EURO CURRENCY INTEREST RATES

Table of Euro currency interest rates for various banks and currencies.

FORWARD RATES

Table of forward rates for various currencies and time periods.

NEW YORK - DOW JONES

Table of Dow Jones components and their prices.

STANDARD AND POORS

Table of Standard and Poors components and their prices.

OVERSEAS SHARE INFORMATION

Table of overseas share information for various countries.

EURO CURRENCY INTEREST RATES

Table of Euro currency interest rates.

FORWARD RATES

Table of forward rates for various currencies.

AMSTERDAM

Table of Amsterdam market data.

BRUSSELS/LUXEMBOURG

Table of Brussels/Luxembourg market data.

AMSTERDAM

Table of Amsterdam market data.

BRUSSELS/LUXEMBOURG

Table of Brussels/Luxembourg market data.

TOKYO

Table of Tokyo market data.

AUSTRALIA

Table of Australia market data.

OSLO

Table of Oslo market data.

PARIS

Table of Paris market data.

SWITZERLAND

Table of Switzerland market data.

COPENHAGEN

Table of Copenhagen market data.

MILAN

Table of Milan market data.

VIENNA

Table of Vienna market data.

STOCKHOLM

Table of Stockholm market data.

AGORA

Table of Agora market data.

SPAIN

Table of Spain market data.

OTHER MARKETS

Table of other market data.

AMSTERDAM

Table of Amsterdam market data.

BRUSSELS/LUXEMBOURG

Table of Brussels/Luxembourg market data.

TOKYO

Table of Tokyo market data.

AUSTRALIA

Table of Australia market data.

OSLO

Table of Oslo market data.

PARIS

Table of Paris market data.

SWITZERLAND

Table of Switzerland market data.

COPENHAGEN

Table of Copenhagen market data.

MILAN

Table of Milan market data.

VIENNA

Table of Vienna market data.

STOCKHOLM

Table of Stockholm market data.

AGORA

Table of Agora market data.

SPAIN

Table of Spain market data.

OTHER MARKETS

Table of other market data.

AMSTERDAM

Table of Amsterdam market data.

BRUSSELS/LUXEMBOURG

Table of Brussels/Luxembourg market data.

TOKYO

Table of Tokyo market data.

AUSTRALIA

Table of Australia market data.

OSLO

Table of Oslo market data.

PARIS

Table of Paris market data.

SWITZERLAND

Table of Switzerland market data.

COPENHAGEN

Table of Copenhagen market data.

MILAN

Table of Milan market data.

VIENNA

Table of Vienna market data.

STOCKHOLM

Table of Stockholm market data.

AGORA

Table of Agora market data.

SPAIN

Table of Spain market data.

OTHER MARKETS

Table of other market data.

AMSTERDAM

Table of Amsterdam market data.

BRUSSELS/LUXEMBOURG

Table of Brussels/Luxembourg market data.

TOKYO

Table of Tokyo market data.

AUSTRALIA

Table of Australia market data.

OSLO

Table of Oslo market data.

PARIS

Table of Paris market data.

SWITZERLAND

Table of Switzerland market data.

COPENHAGEN

Table of Copenhagen market data.

MILAN

Table of Milan market data.

VIENNA

Table of Vienna market data.

STOCKHOLM

Table of Stockholm market data.

AGORA

Table of Agora market data.

SPAIN

Table of Spain market data.

OTHER MARKETS

Table of other market data.

J.K. cocoa demand reduced

COCOA bean grindings in second quarter of this year 20,000 tonnes, the Agricultural Council announced yesterday. This represents a 5.1 per cent cut on the 21,000 tonnes ground in the corresponding quarter last year.

Reduction was in line with expectations and had no impact on market sentiment, said the Council. It was expected that the 21,000 tonnes ground in the corresponding quarter last year would be reduced to 20,000 tonnes in the second quarter of this year.

The Council said that the 21,000 tonnes ground in the corresponding quarter last year was a record for the industry. It was expected that the 21,000 tonnes ground in the corresponding quarter last year would be reduced to 20,000 tonnes in the second quarter of this year.

Feed producers forecast compound price cuts

IF SOYA and feedgrain prices continue their downward trend compound feed prices will also fall in the coming months, according to Mr. Sydney Robinson, vice-president of the U.K. Agricultural Supply Trade Association.

Compounders have been under increasing pressure in recent weeks for news of price cuts, not least from Mr. John Silkin, the Minister of Agriculture.

Mr. Robinson stressed at a meeting of the association's Feed Committee in London that since the feed trade bought its raw materials forward to cushion and delay the effects of price rises, compounders were not able to pass the benefits back to the consumers as soon as raw material prices fell.

The news from the association brought a quick response from Mr. Silkin. "I am delighted this should greatly benefit our hard-pressed livestock farmers and in the long run will help to reduce the price of their products to the British housewife," he said.

Only recently Mr. Silkin warned the feed and farming industry that he expected to see some of the benefits of what appeared to be a bumper harvest being passed down to the end consumers.

Mr. Robinson said: "We now have the situation where cereal prices have started to decline and proteins, in the form of soya-bean meal, have returned to the levels they were at some months ago."

"Assuming that raw material prices do fall, livestock producers can look forward to lower compound feed prices just as soon as the cheaper ingredients come into use."

He gave the case of soya-bean meal as an example. By increasing forward buying many compounders had been able to avoid paying the peak prices.

Mr. Robinson said the exact timing of a fall in finished product prices would depend on the forward commitments of individual manufacturers. "This can be several months, but some manufacturers with shorter contracts may be able to reduce prices earlier."

In Brazil the National Supply Council approved a rise of almost 17 per cent in the government support price for the 1977-78 soya-bean crop. The rate is up to 112.20 cruzeiros per 60 kilos from 96 cruzeiros this season.

In Texas Mr. John White, Deputy Agriculture Secretary, said yesterday that U.S. grain export prospects would improve, with 1977-78 marketing year shipments approaching 2.8bn. bushels.

"We have reason to believe that Canada has committed itself to wheat that it can move to the next several months because of the limitation of its facilities, that Argentina has sold all it can sell, and that Australia has sold all that it will sell because it doesn't have its crop in the bins yet."

He noted the Soviet Union had not come into the market yet, but was committed to buying 200,000 bushels of wheat and maize from the U.S. this year.

"There have been rumours that they have contracted for this grain from international shippers, but the shippers may not have been able to contract with U.S. purchasers."

U.S. stands by sugar price pledge

WASHINGTON, June 21. MR. BOB BERGLAND, U.S. Agriculture Secretary, said after a Cabinet meeting that the Carter Administration would stand by its commitment to assure domestic sugar growers a minimum price of 18.5 cents a pound.

The statement came after a White House meeting between President Carter, Mr. Bergland, Mr. Robert Strauss, Special Trade Representative, and representatives of the State and Treasury Departments and the President's Council of Economic Advisors.

Mr. Bergland said: "The Administration still believes the best long-term solution to sugar prices is an international agreement with other producing countries."

He urged the House of Representatives, which is debating new farm legislation, not to impose a sugar policy on the U.S. Government without the benefit of thorough study and complete public hearings.

Mr. Strauss told a House Banking subcommittee on Wednesday that the Carter sugar programme was wholly ineffective and would be changed.

These estimates are based on a continuation of the present run of cool, damp weather. This is likely to delay ripening—but without harming the yield. This is particularly true of spring wheat, which in many areas seems to be a rather lengthy maturing period. All too often it will ripen rapidly in a beat-wave and the grains will arrive last year.

This is what the barley did last year. One day it was soft and hard to harvest, and 10 days later the moisture content was down to about 10 per cent, and it was fit to combine.

Wheat is always said to do

Still too soon to celebrate

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

THE OTHER DAY I was angrily attacked by a merchant who claimed that I had said in this paper that the 1977 harvest would reach 18.5m. tonnes and that in consequence the future market had taken another tumble.

I have made no firm prediction, but reported optimistic forecasts of up to 17.5m. tonnes and qualified them heavily by saying that a great deal could happen between the time of writing and harvest.

What I did say, and repeat, is that prospects—except in the North East and Scotland—are more promising than they have been for the last two years.

Harvest on my farm will be at least three weeks later than it was last year, and probably a week later than in a normal season. I usually start combining in the second week of August, and this year I shall not have any ready before the middle of the month, if not later. Much of the wheat which should be fit to combine on August 20 is unlikely to be ready until the end of the month.

These estimates are based on a continuation of the present run of cool, damp weather. This is likely to delay ripening—but without harming the yield. This is particularly true of spring wheat, which in many areas seems to be a rather lengthy maturing period. All too often it will ripen rapidly in a beat-wave and the grains will arrive last year.

This is what the barley did last year. One day it was soft and hard to harvest, and 10 days later the moisture content was down to about 10 per cent, and it was fit to combine.

Wheat is always said to do

UMINIUM

Primary aluminium production in the International Aluminium Institute rose to 810,000 tonnes in June, with 839,000 tonnes in May and 800,000 in June, 1976.

Primary production was 100,000 tonnes (same and 26,700) in June, 1976.

Coffee price at 9-month low

BY RICHARD MOONEY

THE DECLINE in coffee prices continued unabated yesterday with the September futures quotation ending the day £188.5 lower at £2,117 a tonne—the lowest since last October.

Buyers remained on the sidelines and the market was dominated by continued pressure on the spot July position in New York, resulting from the unwinding of the supply season which had been developing there. The arrival of 40,000 tonnes of coffee on the New York market last week has brought a dramatic switch to sentiment.

Prior to this the shortage of rocos deliverable against nearby New York futures had been the dominant factor affecting world markets.

With the New York squeeze easing speculative buying, which was assumed to be mainly on behalf of producers, appears to have dried up.

Meanwhile, Mr. Ross Barclay, president of General Foods, said his company expected lower coffee prices. But it was impossible to predict when and by how much prices would fall.

He said the company expected intensifying competition and higher consumption in the second half of the year.

Several coffee price reductions in the last two months, had caused consumers to start using what was their pantry shelves and caused the grocery trade to reduce their stocks, he said. This had lowered the company's sales in the U.S.

"The industry is going through an inventory adjustment phase rather than a fundamental change in patterns," he said.

He said that a fall in world coffee prices could cause unexpected serious economic and social difficulties in most Latin American countries, Colombian President Alfonso Lopez Michelson, told a consumer and producer conference.

NZ Premier attacks farm trade barriers

WELLINGTON, July 21. MR. ROBERT MULDOON, New Zealand's Prime Minister, tonight condemned industrial countries which preached free trade but protected their own agricultural sectors.

In his Budget speech Mr. Muldoon said New Zealand was concerned at the state of world demand and continuing barriers to its exports.

"I reiterate our long-standing dissatisfaction with dual standards to which industrial countries subscribe in preaching free trade in manufactured goods while protecting their agricultural sectors. It would only require marginal policy changes in the U.S., Japan and the EEC involving managed relaxation of import policies to expand significantly the volume of international trade in dairy products."

New Zealand had taken every opportunity to show its major trading partners the adverse effects which continuing protectionist policies as well as some general economic policies had on New Zealand's economic performance.

Soviet grain harvest off to good start

MOSCOW, July 21. THE SOVIET grain harvest is years and far exceeds the pace coming in far more quickly than of the harvest last year, when last year, but heavy rains in the only about 11m. hectares of Ukraine and North Caucasus grain had been cut by this time.

Bad weather last month might, however, result in some loss of crop. There is a shortage of grain reported that by July 13, 19.1m. hectares of grain had been cut—15 per cent, of the area sown. Of this total, 10.3m. hectares do not include maize, 10.3m. hectares have been threshed.

The grain harvested so far is a good start by the standards of the last six or seven years.

Reuter reports from Buenos Aires that a heavy rain on July 17, which was being affected by dry weather. There has been virtually no rain in the last three months and soil preparation and sowings have been prevented or delayed.

U.S. copper cuts unsettle London

OUR COMMODITIES STAFF

Prices drifted steadily upwards all day to busy trading in the London Metal Exchange yesterday, mainly in response to reports of producer cuts in the U.S. German which influenced the market on Wednesday, dried up half-way through the business and cash wire-closed £12.25 down at 4. Forward wirebars lost 10¢ to £13.50 and forward cathodes to £276.5 from Wednesday's £278.50.

Dodge, Doyal: Sales of London Copper Range \$42.5, closing at \$5,127.5.

Standard cash and forward tin

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

Dealers were of a loss to especially in the light of the heavy costs, incurred by the recent strike settlements.

The lead and zinc markets were both unsettled by the activities in the copper rings. Cash lead lost £1.5 a tonne on the day and cash zinc \$3.5.

High grade tin lost some of the gains made earlier in the week. Eastern price was \$7 down overnight and this had an early and lasting effect in London.

Cash high grade metal fell 55¢ a tonne to \$5,080, forward lost \$42.5, closing at \$5,127.5.

U.S. Markets

Coffee limit down: metals ease

Coffee prices were again locked limit down on continued heavy liquidating orders. The market closed on unchanged Commission Board selling. Copper made new contract low in the September delivery, which closed on unchanged on trade buying. Some reports of a heavy rain on July 17, which was being affected by dry weather. There has been virtually no rain in the last three months and soil preparation and sowings have been prevented or delayed.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

Commodity	Unit	Price
Aluminium	100 lbs	172.5
Copper	100 lbs	276.5
Lead	100 lbs	12.25
Zinc	100 lbs	13.50
Iron	100 lbs	11.50
Steel	100 lbs	11.50
Wool	100 lbs	11.50
Wheat	100 lbs	11.50
Barley	100 lbs	11.50
Oats	100 lbs	11.50
Rye	100 lbs	11.50
Maize	100 lbs	11.50
Soyabean	100 lbs	11.50
Wheat	100 lbs	11.50
Barley	100 lbs	11.50
Oats	100 lbs	11.50
Rye	100 lbs	11.50
Maize	100 lbs	11.50
Soyabean	100 lbs	11.50

COCOA

Renewed speculative buying combined with modest consumer demand absorbed the market on Wednesday.

Commodity	Unit	Price
Cocoa	100 lbs	11.50
Wheat	100 lbs	11.50
Barley	100 lbs	11.50
Oats	100 lbs	11.50
Rye	100 lbs	11.50
Maize	100 lbs	11.50
Soyabean	100 lbs	11.50

PRICE CHANGES

Commodity	Unit	Price
Aluminium	100 lbs	172.5
Copper	100 lbs	276.5
Lead	100 lbs	12.25
Zinc	100 lbs	13.50
Iron	100 lbs	11.50
Steel	100 lbs	11.50
Wool	100 lbs	11.50
Wheat	100 lbs	11.50
Barley	100 lbs	11.50
Oats	100 lbs	11.50
Rye	100 lbs	11.50
Maize	100 lbs	11.50
Soyabean	100 lbs	11.50

COFFEE

The bear trend was re-established with the market closing on Wednesday. The price of coffee futures fell to a 9-month low.

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

SOYABEAN MEAL

The market traded in a narrow range after a quiet opening. Prices were steady for most of the day.

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

MEAT/VEGETABLES

SMITHFIELD (pence a pound)—Best Scotch mutton 42.5 to 43.0; Best mutton 42.5 to 43.0; Best mutton 42.5 to 43.0.

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

WHEAT

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

GRAINS

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

SUGAR

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

SILVER

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

WHEAT

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

WHEAT

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

JUTE

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

WHEAT

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

WHEAT

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

STORY TODAY

Edited by Peter Quennell and Alan Hodge

The July issue includes:

- AFTERMATH OF NIVELLE, 1917 by John Terraine
- BISHOPS OF WINCHESTER by Diana E. Greenway
- AS SILVIUS PICCOLOMINI: NIST AND POPE by Neil Ritchie
- A SHAW ON THE KLONDIKE by Stephen Usherwood

NOW ON SALE 50p

£6.70 p.a. from Bracken House, Cannon St., London EC4

FINANCIAL TIMES

July 21 (July 20) Month Year Ago

946.0	950.26	294.59	226.51
-------	--------	--------	--------

REUTERS

1593.0	1533.9	1569.2	1509.6
--------	--------	--------	--------

DOW JONES

294.78	295.88	298.86	297.61
--------	--------	--------	--------

MOODY'S

294.78	295.88	298.86	297.61
--------	--------	--------	--------

COTTON

Standard cash and forward tin lost \$40 and \$37.5 a tonne respectively, Wednesday by cutting cathode prices 3 cents a pound.

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Table of Authorised Unit Trusts including: Brown Shipley & Co. Ltd., Guardian Royal Ex. Unit Mgrs. Ltd., Henderson Administration, Provincial Life Inv. Co. Ltd., Prud. Unit Tr. Mgrs. (UK) Ltd., Qualifier Management Ltd., Raphael Unit Trust Managers Ltd., etc.

Table of Offshore and Overseas Funds including: Arbutnot Securities (C.I.) Limited, Fidelity Mgt. & Res. (Sds.) Ltd., Australian Selection Fund NV, BNP Paribas, BNP Paribas (UK) Ltd., etc.

Table of Base Lending Rates for various banks and financial institutions, including: Bank of America, Citibank, HSBC, etc.

INSURANCE, PROPERTY, BONDS

Table of Insurance, Property, and Bonds including: Abbey Life Assurance Co. Ltd., Equity & Law Life Ass. Soc. Ltd., New Court Property Fund Mgrs. Ltd., etc.

Table of Commodity Price Movements including: Fish, Wheat, Sugar, etc.

CLIVE INVESTMENTS LIMITED advertisement with contact information and a list of investment products.

INDUSTRIALS (Misc.)

Table of industrial stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

ENGINEERING—Continued

Table of engineering stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

FOOD, GROCERIES, ETC.

Table of food and grocery stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

DRAPERY AND STORES—Continued

Table of drapery and stores stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

ENGINEERING, MACHINE TOOLS

Table of engineering and machine tools stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

BUILDING INDUSTRY—Continued

Table of building industry stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

CINEMAS, THEATRES AND TV

Table of cinema, theatre, and TV stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

CANADIANS

Table of Canadian stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of building industry, timber, and roads stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

FT SHARE INFORMATION SERVICE

Advertisement for Healey & Baker, Surveyors Valuers and Auctioneers of Real Estate, established 1820 in London.

BRITISH FUNDS

Table of British funds including various investment vehicles with columns for stock price, high, low, and volume.

AMERICANS

Table of American stocks including companies like A&P, A&P Research, A&P Stores, etc., with columns for stock price, high, low, and volume.

Conversion factor 0.715 (0.712)

INDUSTRIALS—Continued

Table of industrial stocks including companies like British Petroleum, Shell, and various engineering firms, with columns for stock price, high, low, and volume.

MOTORS, AIRCRAFT TRADES

Table listing motor and aircraft related companies such as British Leyland, Rover, and various aircraft manufacturers.

PROPERTY—Continued

Table of property-related stocks and companies, including various real estate and construction firms.

TRUSTS—Continued

Table of trust and investment funds, listing various financial products and their performance.

TRUSTS—Continued

Continuation of the trusts table, listing additional investment funds and their details.

NOMURA The Nomura Securities Co., Ltd. International securities and investment banking. London Office: 100 Broad Street, London EC2.

MINES—Continued

Table of mining stocks, including companies like Anglo American, De Beers, and various metal mines.

Commercial Vehicle

Table of commercial vehicle stocks, listing companies like Leyland and various truck manufacturers.

Components

Table of component stocks, including various parts and accessories manufacturers.

Garages and Distributors

Table of garage and distributor stocks, listing companies that sell and service vehicles.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publishing stocks, including titles like News International and Mirror Group.

PAPER, PRINTING, ADVERTISING

Table of paper, printing, and advertising stocks, including companies like Newsprint and various ad agencies.

PROPERTY

Table of property-related stocks, including real estate and construction companies.

INSURANCE

Table of insurance stocks, listing various insurance companies and their financials.

SHIPPERS, REPAIRERS

Table of shipper and repairer stocks, including companies like British Shipbuilders.

SHIPPING

Table of shipping stocks, including companies like British Overseas Airways and various shipping lines.

SHOES AND LEATHER

Table of shoes and leather stocks, including companies like Clarks and various footwear manufacturers.

SOUTH AFRICANS

Table of South African stocks, including companies like Anglo American and De Beers.

TEXTILES

Table of textile stocks, including companies like British Textiles and various fabric manufacturers.

TOBACCO

Table of tobacco stocks, including companies like British American Tobacco.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks, including various investment and financial firms.

TRUSTS, FINANCE, LAND

Continuation of trusts, finance, and land stocks table.

TRUSTS, FINANCE, LAND

Continuation of trusts, finance, and land stocks table.

TRUSTS, FINANCE, LAND

Continuation of trusts, finance, and land stocks table.

OVERSEAS TRADERS

Table of overseas trader stocks, including companies like British Overseas Airways and various international firms.

RUBBERS AND SISALS

Table of rubber and sisal stocks, including companies like Guthrie & Co.

TEAS

Table of tea stocks, including companies like Tata Tea and various tea producers.

TRUCKS AND BUSES

Table of truck and bus stocks, including companies like Leyland and various transport manufacturers.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TEAS

Table of tea stocks, including companies like Tata Tea and various tea producers.

TRUCKS AND BUSES

Table of truck and bus stocks, including companies like Leyland and various transport manufacturers.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

TRUCKS AND BUSES

Continuation of truck and bus stocks table.

REGIONAL MARKETS

Table of regional market data, including stock prices and exchange rates for various international markets.

A selection of Options traded is given on the London Stock Exchange Report page.

EEC alarmed at U.S. protectionism

BY GUY DE JONQUIERES

BRUSSELS, July 21.

THE EEC Commission is seriously alarmed by the threat of a massive wave of world protectionism...

Agreement

The paper is a central element in the Commission's attempts to control growing pressures from several EEC capitals...

Chain reaction

If they were torpedoed this would not only dangerously exacerbate the discussions between North and South...

While the EEC should continue to stand by the GATT system, the paper recommends seeking certain modifications...

Offshore suppliers rebuked by Mabon over delays

BY RAY DAFTER, ENERGY CORRESPONDENT

SEVERAL COMPANIES which supply equipment to the North Sea have been rebuked by the Government for letting down the oil industry...

Both unions and management have been called to the Department of Energy to receive a dressing down by Dr. Dickson Mabon...

This move follows complaints from oil companies that exploration and development work was being held up because of delays in the offshore supplies industry...

Dr. Mabon said that when the oil industry has a valid complaint, the Department was prepared to talk to the supplying companies...

As new Government figures showed yesterday, the British offshore supplies industry is gaining a greater share of business in the North Sea and other U.K. exploration areas...

Opportunity Last year, U.K. companies gained 57 per cent of the offshore market, valued at £1,048m, as against a 32 per cent share of a £1,280m market in 1975...

The Department of Energy has set up the Offshore Supplies Office to ensure British industry is given a fair and open opportunity to compete for work in the offshore market...

Rare happening The Minister emphasised that official carpetings happened rarely. It is known, however, that on many more occasions Dr. Mabon and Department officials have urged suppliers to ensure that they deliver goods on time...

North Sea Review, Page 2 Offshore supplies report, Page 7

Weather U.K. TO-DAY occasional drizzle. Max. 20-22C (68-72F). Rain at times, hill fog. Max. 19C (66F).

Business Centres Alexandria, Athens, Beirut, Barcelona, Berlin, Bilbao, Bonn, Brno, Bucharest, Budapest, Cagliari, Caracas, Casablanca, Copenhagen, Dublin, Edinburgh, Frankfurt, Geneva, Graz, Harare, Helsinki, Hong Kong, Istanbul, Johannesburg, London, Lyons, Madrid, Manila, Mexico City, Moscow, Nairobi, New York, Ottawa, Paris, Rome, Santiago, Singapore, Stockholm, Toronto, Washington, Zurich.

Tesco sales leap as price cuts replace stamps

BY ELINOR GOODMAN, CONSUMER AFFAIRS CORRESPONDENT

TESCO'S share of the total £1bn. grocery market showed a remarkable increase of well over a third in the weeks immediately after the group gave up Green Shield trading stamps and adopted its new, aggressive pricing policy...

Cash sales rose by around 30 per cent as Tesco's top line was pulled away from all the other major supermarket groups...

These are the findings of research carried out by Audits of Great Britain and now being circulated confidentially to retailers who subscribe to the service...

Even if it is not sustained over the longer term, it may provoke other retailers to fight back with new price cuts...

The research was carried out over a four-week period which straddled June 10, the date on which Tesco dropped stamps and launched its new cheaper pricing policy with a barrage of advertising...

It shows that Tesco's share of the market rose from 7.9 per cent in the four weeks ending May 28 to 10.8 per cent in the four weeks ending June 21...

This represents an increase in market share of 37 per cent, and a cash sales rise of 29 per cent...

Other EEC negotiating aims should be an agreement with the U.S. on industrial tariff cuts...

ing a significant pick-up from now on. Over the first half of the year, the level of consumer spending was about 2 per cent lower than in the second half of last year...

These include the 1 per cent fall in the volume of retail sales in the second quarter shown by the provisional estimates earlier this week...

Nevertheless, Mr. Denis Healey, the Chancellor, said last Friday that the economy was likely to grow in real terms by 2 per cent in 1977...

Investing institutions which hold about half the shares in the Fairey aircraft and engineering group are to seek a discussion with the directors after the unexpectedly heavy profits fall...

The Stock Exchange is also making preliminary inquiries about dealings in the company's shares between the announcement on July 8 that higher borrowing powers were needed and July 20 when the poor profits were revealed...

Between July 8 and 19, the share price fell from 53 1/2 to 49 1/2, and then tumbled 15p to 48p, and then, when it was stated that pre-tax profits for the year to March 31, 1977 were only £1.27m...

The half-year statement last December had indicated that the 1976-77 profits should top the previous year's £4.92m...

Mr. Robert Holder, Fairey's chairman, said last night that in one draft of the July 8 statement he had inserted an un-audited figure of the past year's £4.92m...

This would have alerted investors to the major setback which had occurred. But after consultation with the company's advisers, the Board concluded it would be inappropriate to publish an unaudited profit figure which might afterwards have to be amended...

Instead, completion of the audit was expedited so that the results could be published ahead of the special meeting next Tuesday when shareholders will be asked to approve a £2m. excess over the borrowing limits and an increase in those limits from some £25m. to £27.5m...

Some sizeable share sales, of 50,000 to 100,000, apparently took place in the 10 days before the announcement, and one transaction reportedly reaching 300,000...

The Exchange is expected to reach a conclusion on this quickly, perhaps to-day and accordingly to decide whether or not to launch a formal inquiry...

Syria, PLO reject Begin plan SYRIA and the Palestinian Liberation Organisation have roundly dismissed peace proposals reported to have been made by Mr. Menachem Begin...

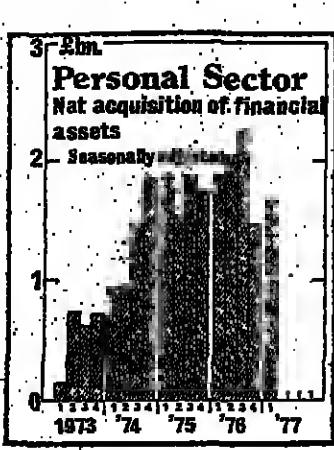
described as so "organisation known as the PLO. Beyond this — and his assertion that Israel could not accept proposals by Mr. Menachem Begin, the principle of a Palestinian state as a precondition to talks — he refused at his Press conference on Wednesday to spell out any details of the negotiational position outlined to Mr. Carter. But Syria and the PLO repudiated by what Mr. Begin drew pessimistic conclusions which clearly were not merely a matter of rhetoric...

THE LEX COLUMN

GUS and the mail order trend

At £112.3m. pre-tax, GUS's profits were regarded as satisfactory by the market, particularly since as much as £13.5m. was tucked away as unearned HP provisions...

Index fell 5.2 to 4339



public spending and in U.K. housing starts make themselves felt. Sales volume in important U.K. many products markets between 5-10 per cent concrete pipe side was the worst affected with working at 35 per cent against 50 per cent in 1976. Concrete roofing suffered and in volume April industry delivery running close to 5 per cent last year. Redland back its U.K. staff by 1 and is not very optimistic about the current year forecasts suggest that construction work will fall per cent in real terms...

substantial stock profits following a near 2m. ton reduction in stocks over the year. In addition the fact that capital spending is now running at three times the depreciation charge indicates that the latter is hopelessly understated in these historic cost figures...

Personal sector After shrinking in quarter of 1976 the person recovered somewhat in the first three months of this year...

Coal Board The "near miracle" achieved by the Coal Board in lifting its attributable profits by £22m. in a year when output per man-shift fell a further 3 per cent...

Redland With two-thirds of its profits coming from overseas Redland relied on its foreign operations to produce last year's growth...

ADVERTISEMENT CONTINENTAL NORTH ATLANTIC WESTBOUND FREIGHT CONFERENCE

After the USA and USSR signed their Maritime Agreement on October 14, 1976 allowing access to 40 ports by the USSR ships, the Soviets, well aware of the tremendous potential awaiting them, were out long in starting commercial services on the No Atlantic. Baltic Shipping Company commenced a service by February, 1978, with conventional ships. Later these were replaced by more modern combination vessels and ultimately the trade saw newly built roll-on roll-off vessels with 1,200 teu capacity appearing on the scene...

The Conference lines were well aware that the Soviet competition was different from anything they had seen on the North Atlantic since World War II and feared a disastrous economic confrontation between the USSR state-backed Baltic Shipping Company (BSC) and the Western shipping lines, unsupported by their governments in prevailing atmosphere of détente...

The Conference opened discussions with BSC in February, 1974, to see whether commercially acceptable solution in the form of conference membership could be found. After prolonged negotiations lasting nearly two years when an agreement appeared near at hand, disagreements arose and discussions ended. As a result of the Leningrad Agreement of July, 1976, between Karle E. Bakke, chairman of the Federal Maritime Commission, and Igor Averin, Chief Foreign Relations Department of Soviet Maritime Fleet, the parties resolved their differences and agreed on the future relationship...

The solution was a practical one: as long as BSC and other companies in the category continued to operate the combination breakbulk/container vessels they were employing and did not exceed certain capacities and frequencies on the North Atlantic they would be given the opportunity, within the conference structure, to quote slightly lower rate to compensate for the type of service offered...

This so-called A/AA concept was first filed with the FMC on May 23, 1975, and subsequently changed and refiled on October 22, 1976. To incorporate the agreement among the lines and some changes suggested by the FMC, after the FMC issued a notice of intent to approve, objections were raised, among others by the Departments of Justice and Transportation...

On January 14, 1977, the Federal Maritime Commission, after a lengthy analysis of the proposal and its background, again invited interested parties to submit comments and state their position on the underlying reasons for the agreement...

After having received those comments, the Commission on April 4, 1977, ordered investigation and hearing on the A/AA modifications. Considering the objections raised, the obligations on the part of the FMC to follow prescribed procedures, based on the lines' experience in these types of cases, it is estimated that a final decision may very well be 18 to 24 months away. The steady shipbuilding program of the USSR leads the lines to believe that by late 1979 BSC will be able to provide service equal to any of the existing North Atlantic Conference carriers. Rather than spend everyone's time and money on a lengthy hearing, the conference lines have advised the FMC that they withdraw their application. They regret that arrangement advantageous to the shipping public and encouraged by the Federal Maritime Commission, the most knowledgeable U.S. agency in international shipping was so strongly opposed by other government agencies. By using the bureaucratic mechanism of requesting an extended hearing, these agencies would have been able to put final approval beyond the point of commercial usefulness. By having withdrawn the A/AA amendments, the conference has lost the opportunity to open conference membership to the Soviets, initially on the basis of AA status, but with the idea that once their fleet had developed they would become automatically a regular member at full rates as provided for in the amendments...

AMERICAN EXPORT LINES INC. ATLANTIC CONTAINER LINE (G.L.E.) DART CONTAINER CO. LTD. HAPAG-LLOYD AG

SEA-LAND SERVICE INC. SEATRAN INTERNATIONAL S. UNITED STATES LINES INC.

Continental North Atlantic Westbound Freight Conference 74 St. James's Street, London SW1A 1PS

Registered at the Foot of Colindale Avenue, London NW9 1AD. Printed by St. Cyprian's Press for and published by The Financial Times Ltd., One Abchurch Lane, London EC4N 3DF. © The Financial Times Ltd. 1977